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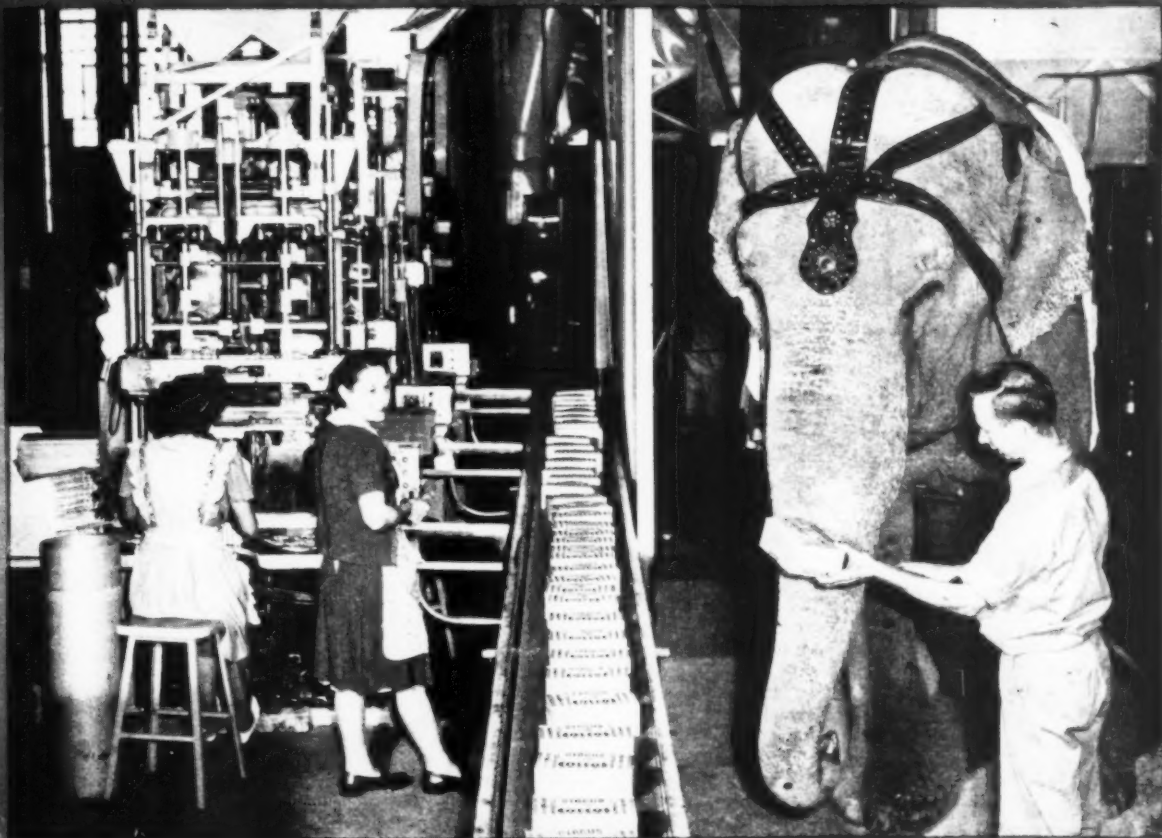
The

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

Month
Salute...

CIRCUS
OODS, INC.
SAN FRANCISCO
CALIFORNIA



THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY, CHICAGO 6, ILLINOIS



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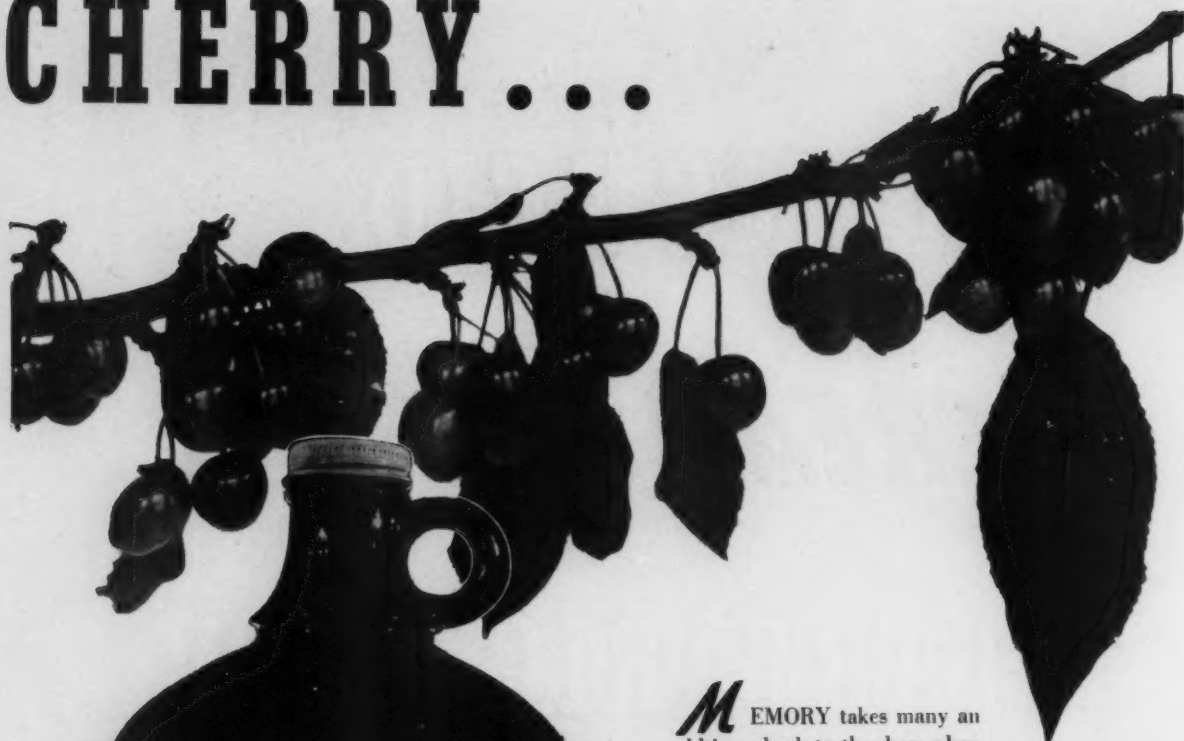
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CHERRY...



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1871

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The Manufacturing Confectioner

VOLUME XXVI, NO 11

NOVEMBER, 1946

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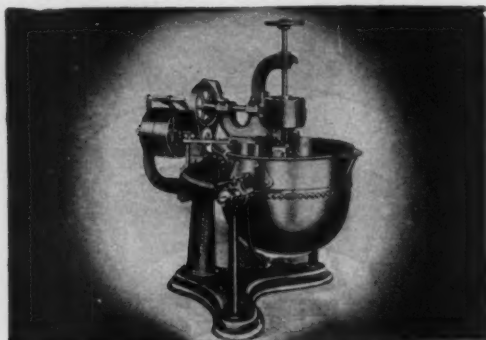
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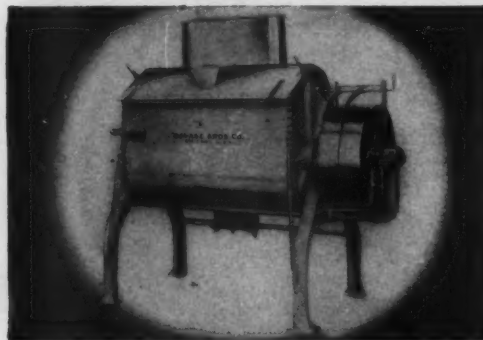


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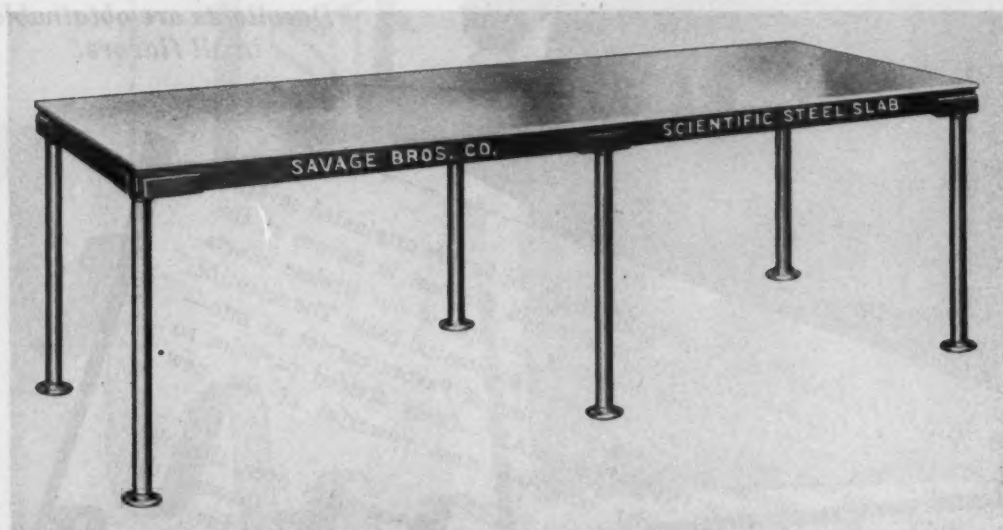
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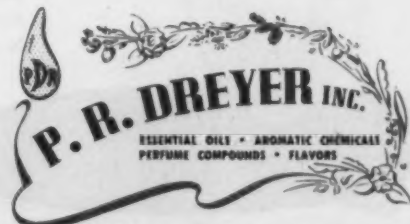
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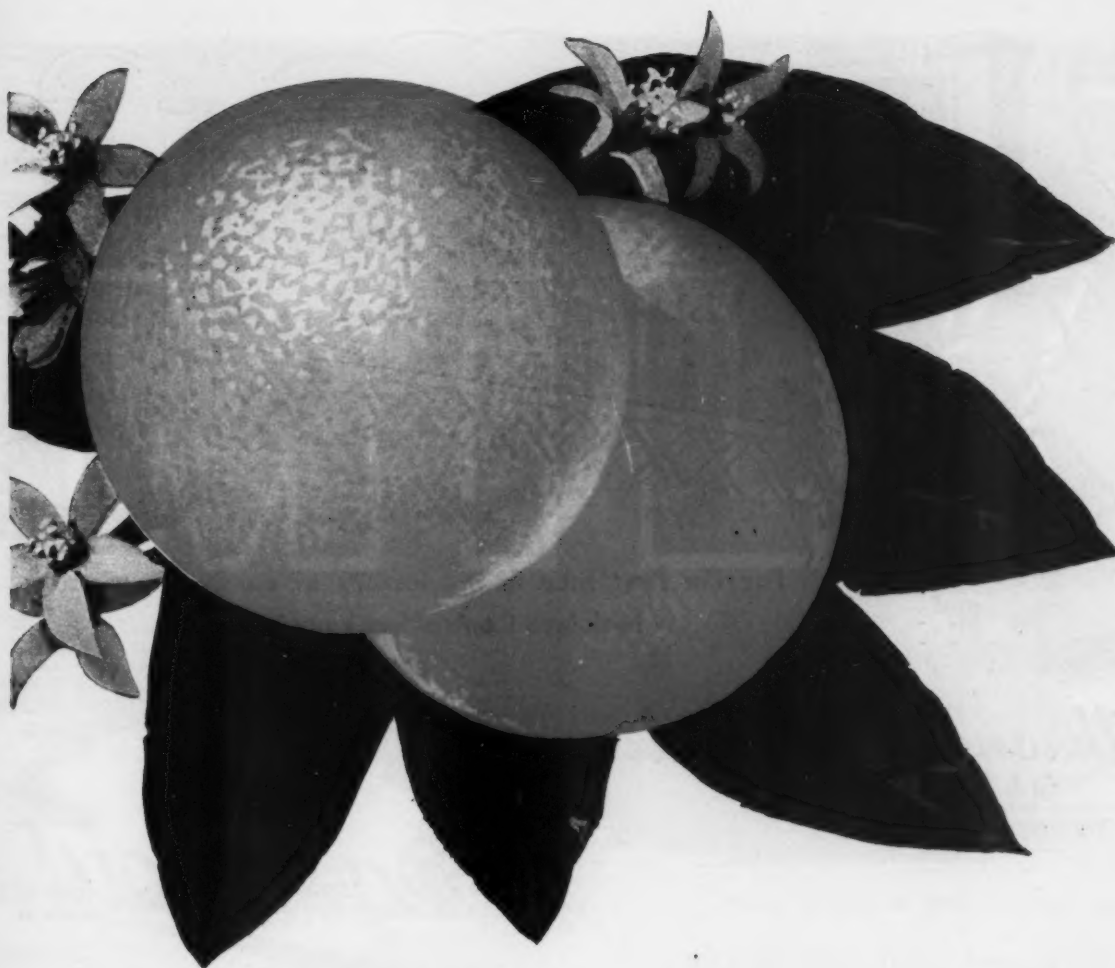
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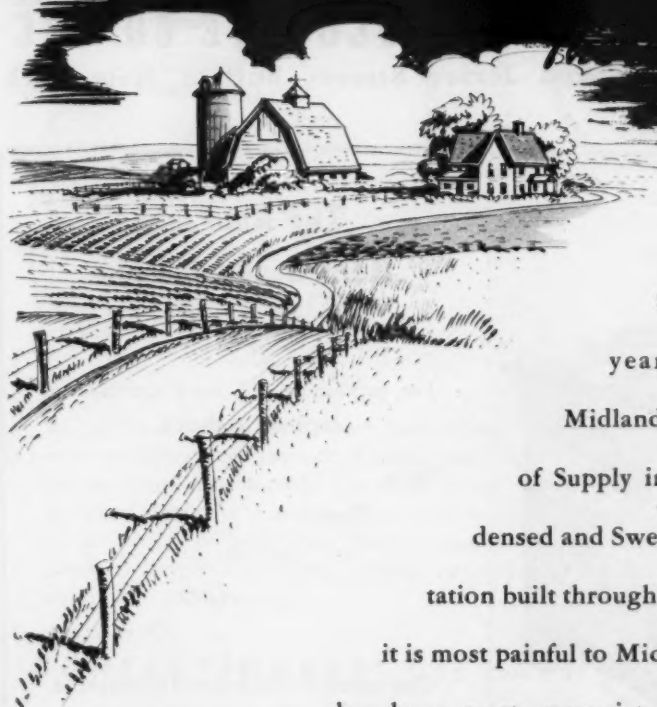
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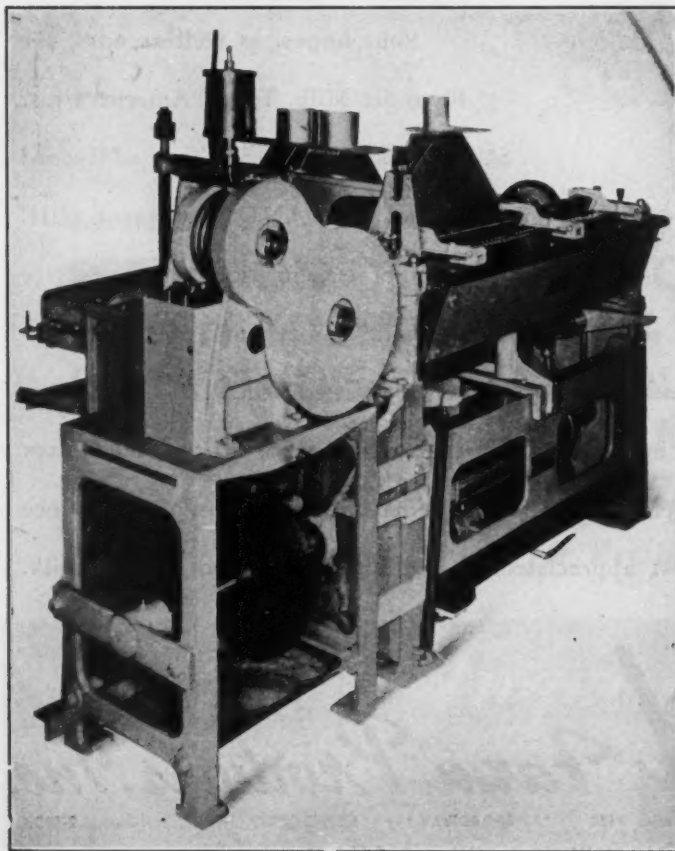
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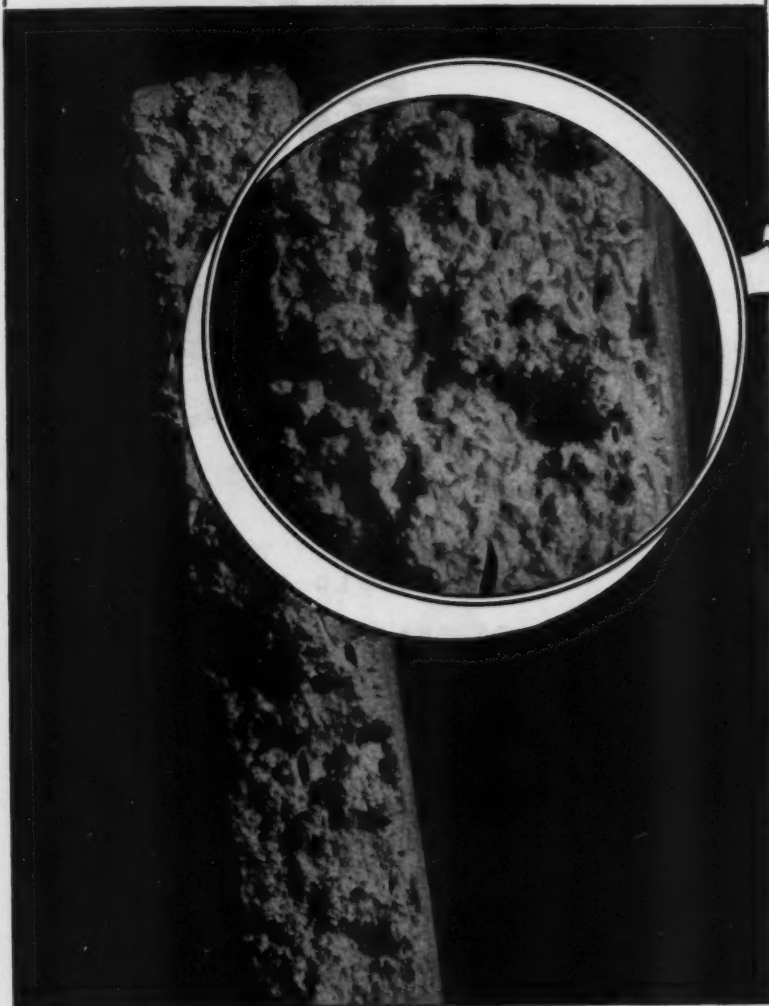
AND SONS, INC.

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NOW! You can make short nougat at lower cost with Silver Whip!!

Now for the first time—a tested product that combines the superior whipping qualities of vegetable protein with the coagulating features of egg albumen!!



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You know the difficulties with bubble structure! Whipping quality!

Yet, when you turn to *Silver Whip* you get candy with all the fine qualities you want!

Here's Proof!

This enlarged, unretouched photograph is that of a section of nougat made with new *Silver Whip*!

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You are assured of the same fine whipping results in each batch when you use *Silver Whip*. That's because it's laboratory controlled; uniformity is guaranteed.

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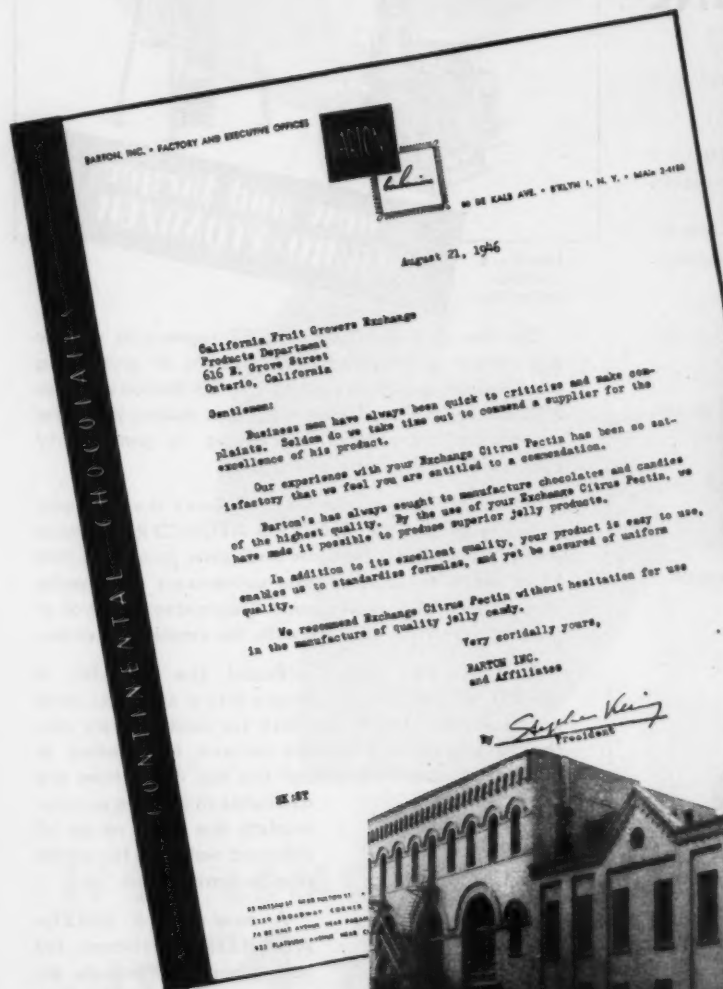
(DIVISION OF THE BORDEN COMPANY)

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TODAY**

THE MANUFACTURING CONFECTIONER

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STEPHEN KLEIN
President



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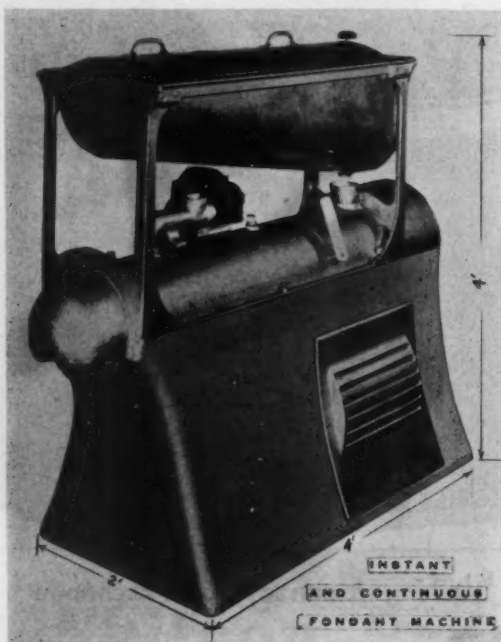
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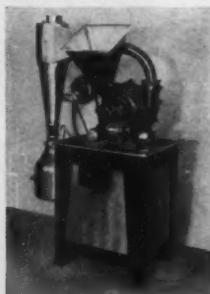


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OIL IS EXCHANGE!**

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CERELOSE*... DEXTROSE SUGAR**

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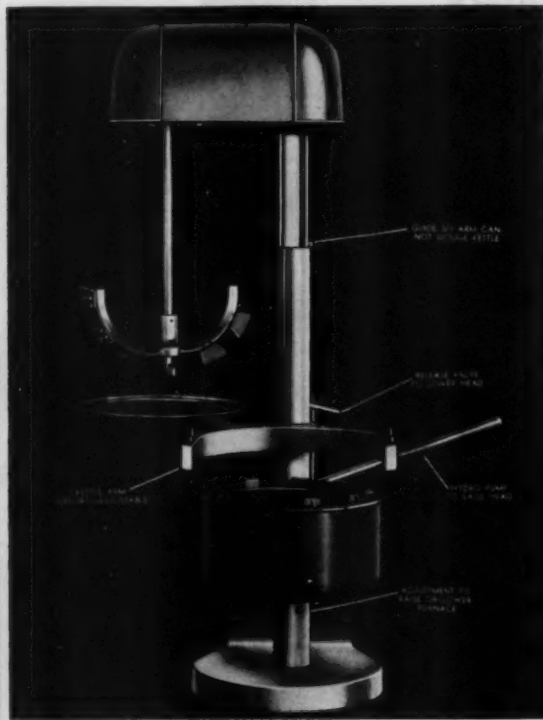
WINTER SPORTS UNDER A "SUMMER SUN"

for November, 1946

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THE "HYDRO-LIFT" FIRE MIXER

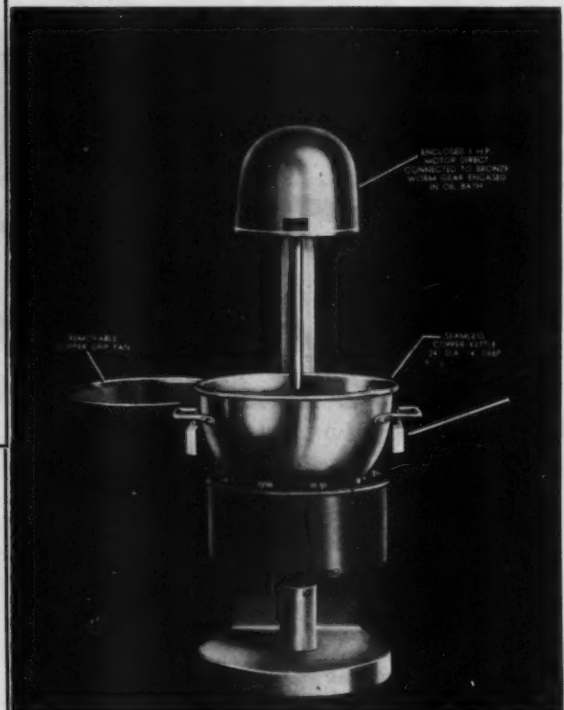
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NOTE: The Mixing Arm swings off furnace over a copper drip pan. This enables one to keep furnace and mixer clean at all times.

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to meet the demands of the modern factory and shop. The "HYDRO-LIFT" Fire Mixer is efficient in operation as the reduction gears are encased in an oil bath, insuring a long-lasting and quiet operating machine.



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R. M. DUBIN

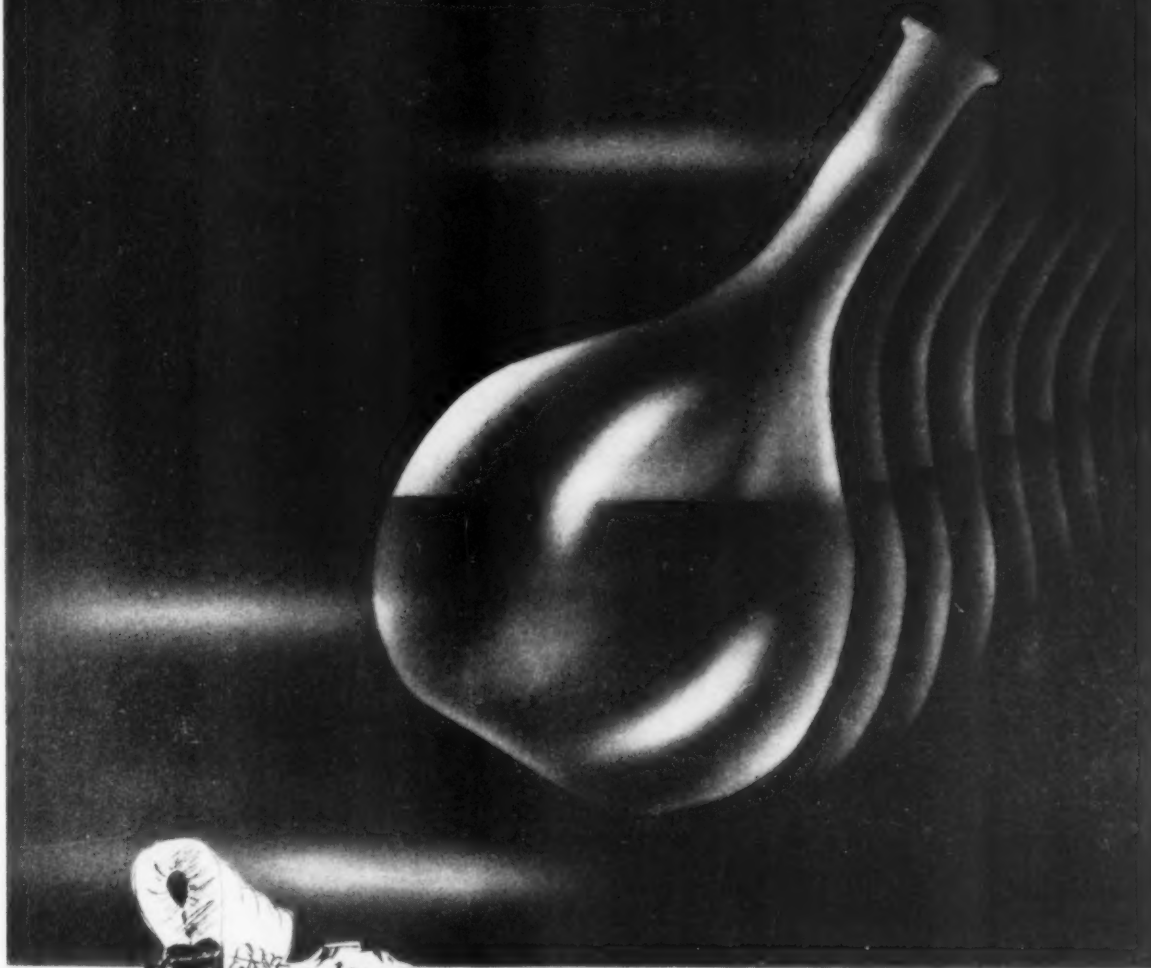
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Cherry	Rum and Butter	Strawberry
Grape	Toffee	Mocha

Confectioners are urged to send for candy samples of the Delca Line — new horizon to sales opportunity.

POLAK'S FRUTAL WORKS, INC.

36-14 35th Street, Long Island City 1, N. Y.



Alchemy vs. Chemistry

Although alchemy holds claim to being the forerunner of modern chemistry . . . it bears no greater resemblance to its chemical offspring than a fruit to the seed from which it springs.

Almost a witch trade, alchemy was founded on certain notions . . . quickly discarded by modern chemistry. Today . . . instead of blasted hopes and transmutation disappointments modern chemistry looks forward to a new era of progress and development.

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How to Use Isolated Proteins As Potential Candy Ingredients:

Isolated Proteins in Candy Making

By H. H. HALL AND FRED J. FAHS*

*Bureau of Agricultural and Industrial Chemistry
United States Department of Agriculture
New Orleans, Louisiana*

There is no accurate estimate of the amount of protein contained in the total of almost three billion pounds of candy manufactured annually, but a conservative guess is that it may be as much as 100 million pounds. This amount is approximately 3.5 per cent of the total weight of all candies manufactured. Dairy products, eggs and egg products, nuts, coconut, yeast, chocolate, and a few cereal products have been the major protein containing ingredients used by the industry. Bar goods made with dairy and egg products, nuts and chocolate contain the highest percentage of protein. A selected group of bars are reported by the National Confectioners Ass'n (1) to average about 8.8 percent. Other classes of candy contain varying amounts depending upon the ingredients used in their manufacture, some of them being almost entirely carbohydrate and containing no protein at all.

Hall, Fahs, and Charbonnet (2) have reported on the possibility of incorporating products rich in proteins, minerals, and vitamins derived from seeds, cereals, and legumes, in a number of types of candy. These products contain about 50 per cent protein, and their addition to candies results in substantial increases of the total protein content. The maximum amounts which can be used in candy formulas were determined and it was evident that, in general, ingredients which themselves contained more than 50 per cent protein would have to be used in order to attain the desired total protein contents of the candies. The ideal would be a product which is a 100 per cent pure protein of high quality containing no inert material to detract from texture and flavor of the pieces. Experiments have now been conducted with special protein products approaching this ideal.

Chemically, proteins are composed of a number of amino acids, combined to form complex molecules. Their nutritional value depends upon the particular amino acids which they contain. The complex protein compounds are generally insoluble in pure water but they can react with either acids or alkalis (3), a property which makes possible their extraction and separation in purified form from various agricultural products containing them.

Candies Containing Isolated Peanut Protein

Experiments on the utilization of peanuts at the Southern Regional Research Laboratory (4) have led to developments of methods for preparation of an almost pure peanut fraction, analyzing 92 per cent protein. The practically neutral reaction and flavor of this protein suggested the possibility of using it as an ingredient of candies, and it was tried in creams and hard candies.

Chocolate dipped cast creams and a butter brittle were made with a sufficient proportion of isolated peanut

protein to provide calculated total protein contents of 4.7 per cent and 8.0 per cent, respectively. Since the protein is an insoluble solid, it was first dispersed in cold sugar sirup by the method described by Hall, Fahs, and Charbonnet (2), and the sirup was added to the batch during cooking. There was some color and peanut flavor imparted by the first preparation of peanut protein tried, but it had very little effect on the texture of the pieces. Improved preparations were made and used in caramel, fudge, and nougat. Less peanut flavor and color were imparted to these candies by the improved product, but the peanut flavor was still detectable.

At the time these experiments were made, isolated peanut protein was chosen because laboratory preparations of it were available and served to test the possibility of using such substances in candy formulas. It was realized that this particular protein product was not commercially available, but methods used in its preparation were being studied in other laboratories and industry for commercial production of a similar product from soybeans.

Candies Containing Isolated Soy Protein

A process has been described (5) (6) for making a high-protein product from soybean meal on a pilot-plant scale. At least one processor is now producing this product in quantity. Isolated soy protein, analyzing 84.6 per cent on moisture present basis, was supplied by a manufacturer, and two samples of experimentally refined protein, analyzing 90.7 per cent on moisture present basis, were supplied by the Northern Regional Research Laboratory of this Bureau. Unlike partially or fully defatted soy products containing only 50 per cent protein and having marked color and flavor, these high-protein products are almost devoid of color and have very little of the natural bean flavor. They were ground to pass a 200 to 300 mesh screen and were almost impalpable to the tongue.

Isolated soy proteins were incorporated in increasing amounts into a number of different candies to determine the effect on texture, taste, and color.

Nougat. Although nougats contain egg albumen, they are considered to be low-protein-content candies. Four per cent by weight of commercial soy protein was added to batches of honey-flavored nougat. The protein was premixed with "88° vegetable butter" and was added to the batch after cooking and beating, as indicated by Formula I.

FORMULA I.

Formula for honey nougat with soy protein

2 ozs. egg albumen
4 " water

Let soak over night.

Cook following to 244° F.:

8 ozs. corn sirup
4 " sugar
2 " water

*Candy Maker, National Confectioners Ass'n. This article is Agricultural Chemical Research Division Contribution No. 187.

Then add 12 ozs. honey.
When cooled a little, add the egg albumen.
Beat light as possible.

Cook following to 275° F., and add to the egg whip:

3½ lbs. sugar
½ lb. invert sugar
3 lbs. corn sirup
10 ozs. water

Beat until batch shows good body; add

½ oz. salt
1½ ozs. vanilla flavor

Have already mixed 6 ozs. soy protein with
6 " "vegetable butter (88°)"
and add to nougat batch.

Calculated Analysis

4.0% isolated soy protein
5.2% total protein
4.0% fat

The total protein content of the batch made by this formula was 5.2 per cent by weight, a considerable increase over that of most nougats.

There was no noticeable effect on color or flavor due to addition of soy protein to the standard nougat formula. There was a graining effect, however, which made the first pieces too short. This condition was corrected by substituting one-half pound of invert sugar sirup for an equal weight of sucrose in Formula I. There have been no noticeable changes of the quality factors of these pieces during three months' storage when protected from drying by chocolate dipping.

Vanilla chews. Four per cent by weight of commercial soy protein was added to batches of vanilla flavored chewy nougat. This amount, together with the small amount of egg albumen in the frappe gave a total protein content of 4.0 per cent. In order to obtain uniform distribution the soy protein was premixed with a low-melting vegetable fat before its addition to the batch according to Formula II. The candy was only mildly flavored with vanilla to permit tasters to detect readily any flavor imparted by the soy product.

FORMULA II.

Mix

2 lbs. corn sirup
1¾ lbs. sugar
¼ lb. invert sugar
6 ozs. water
Cook to 268° F.

Put cooked batch in nougat beater; then add 1 lb. nougat frappe (described below)

Let set 3 minutes; start beating on second speed for 15 minutes. Beat until batch shows good body.

Add ½ oz. salt and 1 oz. vanilla flavor.

Have already mixed 3½ ozs. soy protein with
5 " "vegetable butter (88°)"
and add to the batch.

Formula for Nougat Frappe

Mix

2 ozs. egg albumen
4 " water

Let soak over night

Cook following to 245° F.:

1 lb. sugar
1 " corn sirup
1 " invert sugar
4 ozs. water

Add the cooked sirup to

1 lb. corn sirup (cold).

Mix 4 minutes; then add the egg albumen in beater bowl.

Beat 3 minutes at high speed with whipping wire

" 10 " " second speed with whipping wire
" 15 " "

Calculated Analysis

4.0% isolated soy protein
4.0% total protein
5.5% fat

The composite opinion of the tasters of these candies is that no flavor or color is imparted to fresh candies by this protein. There was a tendency for the first batch of candies containing this protein to become short and lose its chewy characteristic during storage tests. This condition was overcome by replacing four ounces of sugar in the above formula with an equal weight of invert sugar sirup and increasing the cooking temperature from 258° to 268° F. It was also noted that when these candies were held in storage, they developed a slight tan color after about two months which became more intensified during an additional two months' storage period. There was a perceptible stale flavor at the end of four months' storage which was not evident at the end of two months.

Hard candies. Soy protein in amounts of 1, 3 and 5 per cent, by weight, was incorporated into uncolored and unflavored batches of vacuum-cooked hard candies, according to Formula III.

FORMULA III.

Formula for hard candy with soy protein

Ingredients

Corn sirup	8	oz.
Granulated sugar	16	"
Water	4	"
Soy protein	0.75	"
"Vegetable butter (76°)"	1.5	"
Flavor	As desired	
Color	As desired	

Procedure

Cook the corn sirup, sugar and water on open fire to 265° F. Add mixture of soy protein and "vegetable butter." Transfer to vacuum kettle and complete evaporation of moisture under 28" vacuum in about 3 minutes. Cool on slab and cut as desired.

Calculated Analysis

3 % isolated soy protein
2.5% total protein

Two methods for incorporating the protein into the batches were used: (a) premixing with vegetable fat, and (b) dispersion in cold corn sirup. In both methods the protein was incorporated into the batch while cooking over an open flame before applying vacuum. Comparisons were made of the texture, taste, and color of these with hard candies made without added protein.

The addition of soy protein did not change the consistency of hard candies. A sensation of roughness was imparted to the tongue, however, and became more pronounced as the amount of protein was increased. The flavor of the protein is only slightly perceptible in candies containing 5 per cent of the ingredients, and would be readily masked by the use of customary hard candy flavors. Soy protein did not impart color to hard candies but it tended to make them opaque. The degree of light

(Please turn to page 77)



President Van Every (left) Builds Employee Morale:

Lance Multiple Management Boosts Plant Efficiency

By A. L. BECHTOLD

Director of Personnel and Public Relations
Lance, Inc., Charlotte, N. C.

IT is a business that has grown from the legendary small acorn to the great, spreading oak. From a room, meticulously clean and traditionally busy, located down on a side street in the years before World War I, where there was no machinery—a room no larger than 14 by 22 feet—this business developed to a group of modern buildings, modern machinery, 1,200 plant employees, and *multiple management* in the years immediately following World War II.

That's Lance, Inc., of Charlotte, North Carolina.

But this is a story of multiple management—the “golden rule in business,” one for all, all for one, or management by many.

“In The Beginning”

S. A. Van Every and his father-in-law, Philip L. Lance, back in those years preceding World War I, saw the possibilities of the peanut butter sandwich as a nourishing food, and a successful commodity on the market. Their dreams became plans, and these plans were put in operation. They had their struggles, but they also had faith—and keen business accumen. They painstakingly and methodically solved their problems. Their business began to grow—and it kept on growing. It spread by parcel post and by horse and buggy and early automobile through North Carolina and South Carolina.

The firm weathered World War I and continued its upward climb on the great commercial ladder of success until 1926, when death snatched Mr. Lance from the company's operations. It was a stunning blow, but S. A. Van Every, the son-in-law, kept straight ahead, forging forward.

The Lance organization became a big family. It was S. A. Van Every's way of handling his business. His employees were his children, for they came to him with their problems, and he went to them with his

problems. They understood each other. They were loyal.

That was fundamental, bedrock—for this loyalty paid off in increased production, better products — and Lance continued to grow. The one small room—14 by 22—was now but a pleasant memory. It had marked the beginning. When World War II came, the score or more of years had seen the company's operations expand into 18 states, fully developed, and into four others, being developed.

Over 350 members of “the Lance family” entered the armed services. There were 1,200 employees at the main plant in Charlotte, and 300 salesmen working out of the branch offices in the 22 states.

On Easter Sunday, 1943, a great industrial and commercial leader passed from this world. S. A. Van Every was called in death. There was deep mourning in his own family and among his adopted family of over 1,500 workers.

Such was the picture in April, 1943, when the leadership of this famed company fell upon the shoulders of Philip Lance Van Every, one of the six sons of the founder. Phil Van Every had gained this eminence, not through the silver spoon route, but along the hard

way—for he had been not only a member of the Van Every family, but a true member of that larger Lance family. He had done his chores in various departments of the plant, alongside all the others, and he had been a route salesman in South Carolina and then assistant sales manager. Now he was president. He turned to his experience for guidance. It would help—but not enough. He had stepped into some mighty big shoes. He must be able to wear them, and to carry on, just as his father had carried on.

Plan Discovered

He watched the step-by-step progress of multiple management at McCormick and Company in Baltimore—the McCormick plan. President Phil thought well of it. Multiple management at Lance would perpetuate the Lance family spirit. It would develop finer loyalty—if that was possible—and President Phil believed it was possible. It would bring to him, 1,200 advisers—1,200 friendly advisers—and that was worth having. So Lance put multiple management to work in 1943.

Multiple management operates at Lance through the medium of four boards. The “Senior Board” is the executive board. It controls the com-



JUNIOR BOARD beginning its discussion about certain procedures of office routine and practice. These are junior executives, potential candidates for the senior board of directors.



SALESMEN are always welcome at the House of Lance (see left). This policy is being carried on in the true House of Lance manner by President Philip L. Van Every as a part of Multiple Management.

pany's purse strings. It makes the vital decisions. But it listens attentively, eagerly, to the suggestions from the subsidiary "Junior Board," "Plant Board," and "Sales Strategy Board." Each board has a distinct function. But these functions are correlated, amalgamated, and fused into a single avenue of cooperation.

The Senior Board has seven members. It is the supreme court at Lance. It is composed of men who represent the company's investment; men of experience, judgment, proven ability, unquestioned loyalty. This board doesn't just meet, declare dividends, and adjourn. It has a constant stream of suggestions from other boards to study. That's how multiple management functions — through suggestions that become Lance policy, augment Lance production, increase Lance efficiency.

The Junior Board does not have final authority. It investigates, listens to suggestions, and makes recommendations. Its members are keen-eyed, loyal, ambitious. From its ranks come the members of the Senior Board.

All titles are forgotten at its meetings. Every member is free to applaud, to report, to express an

opinion. It mills over suggestions, it studies proposed improvements — and it makes its recommendations. It creates innovations. It modernizes.

The Plant Board is composed of men and women who either are foremen, supervisors, or employees without title. They have suggestions, too. They are close to the mechanics of operation. They are in the midst of the plant's production activity. So from close observation, full-fledged experience, they make their suggestions. They also received the suggestions of the thousand-and-more others in their ranks. These come to them from everybody, through a suggestion box, and all are considered. Although the Junior Board's studies are specific — office personnel, office efficiency, new products, advertising, sales campaigns, packaging and packing, surveys, public relations, and executive training — the Plant Board also has specific studies: production, schedules, new machinery, motion studies, shipping problems, warehouse policies, stock handling, order filling, safety and first aid, and training.

Therefore, the Plant Board is able to submit to management many ideas, perhaps, not even apparent,

until seen by men and women working close to them.

The Sales Strategy Board comprises men in the sales department. It was set up for the purpose of developing better merchandising and increased sales. It studies all advertising features and suggests improvements in public relations' machinery.

What are the results? Has multiple management helped President Phil, as he had hoped it would? It has. During its brief tenure at Lance it has brought before the board 510 suggestions that have had 100 per cent approval of the groups presenting them. All but six were approved by the Senior Board and these six were taken under advisement.

As examples, 10 projects outstanding originated by the Junior Board from suggestions submitted, include:

1.—The Lance cafeteria. Every employee at Lance considers it is one of the best industrial cafeterias in this region. It serves more than 1,400 meals daily to Lance employees. It has become an investment in good will, good health, and lots of happiness.

2.—First aid—a greatly enlarged facility. It employs an all-time registered nurse and two assistants.

3.—Establishment of an enlarged unloading space in the plant.

4.—Installation of conveyors that mean time-saving efficiency in handling products and the elimination of much elevator work.

5.—Landscaping adjacent to the plant.

6.—Introduction of educational and public speaking courses.

7.—Uniform and organized system of plant inspection, with the employment of a full-time, trained food inspector.

8.—Increased production.

9.—Better working conditions.

10.—A comprehensive public address system, with over 55 loud speakers, and a program: "Music while you work."

President Phil will tell you multiple management is an unselfish, open minded way of doing business, and under this form of management every employee has a voice in its operation. The 510 suggestions that have had unanimous approval by the Senior Board, and are now at work in the plant, is an example.

The fact that production has increased, without augmenting working personnel, is proof that morale has been elevated and efficiency intensified.



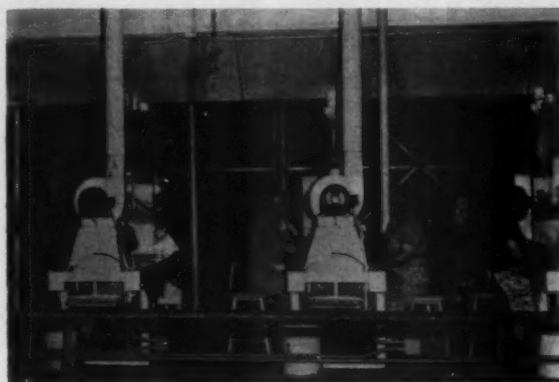
THE PLANT BOARD OF DIRECTORS at a recent meeting studying some of the various products and raw materials. The board is composed of plant employees.

Novel Advertising Campaign Creates Nationwide "Buyer" Interest:

Circus Foods Begin Production

Under leadership of President Edward J. Jenanyan, Circus Foods, Incorporated, began production in its new, streamlined plant in San Francisco recently. The concern, equipped to maintain a \$2,000,000 annual volume business, will devote its production efforts to salted nuts and allied products.

Operating as, what is believed to be, the only employee-ownership organization in the confectionery industry, Circus Foods, Incorporated, has a \$500,000 capitalization. With the exception of a few jobbers and their



View of automatic packaging machines in Circus Foods plant. Equipment is of the latest design available.

salesmen who will handle the distribution of the nuts, and the attorney in charge of its legal affairs, the company's entire stock issue is held by employees directly working for Circus.

The executive administration, in addition to President Jenanyan, is composed of William H. Hazzard, vice-president and general sales manager; Edward Ames, vice-president and production manager; Clio Curry, plant engineer; Natalini Unini, office manager. Sales managers at strategic points in the western states in which the company will distribute its products are: Joseph Addleman, San Francisco Bay Area, assisted by Ken Gardner; George Boschetti, Oakland and the East Bay; H. M. Little, San Joaquin Valley; James Sheriden, South California, assisted by Rannie Mosher; James Killian, and Kelly Lord; R. Koener, Washington; L. Brown, Oregon; Ken Wilson, Utah and Montana; Bene Crouch, Denver and the Rocky Mountain Area.

Modern development is the theme carried throughout the plant. Blanching, cooking, cooling, and packaging machinery is conveniently placed throughout the 50,000 square feet of plant area. The machinery itself is of the most modern type and is virtually automatic in operation. To control accurately the salting and to remove the excess oil, prime factors contributing to the rancidity and soggy in processed nuts, special equipment was designed by President Jenanyan. As a result of careful preparation in the processing procedure, Circus has obtained a product capable of long shelf life. Moreover,

the package and its contents are free of a greasy appearance and excess salt.

To facilitate shipments and to save in shipping weight, Circus has a shelling plant in Suffolk, Va. Here, in the heart of the peanut growing country, the nuts are shelled and processed for the candy trade.

Present production in the plant is devoted to five-cent cellophane bags of Virginia peanuts. The items are sold through jobbers, and distributed to cigar, confectionery, liquor, drug and chain stores throughout the west. Future production expansion will be made to put several other products on the market. Early plans call for producing a mixture of cashews, pecans, almonds, and filberts. These will be packed in four- and eight-ounce vacuum tins. At the same time, Circus will begin packing peanuts in containers of the same weight. These tins will be distributed to the public through grocery stores, as well as the regular channels.

Other items scheduled for later manufacture are: peanut butter, peanut oil, and chocolate coated peanuts. Circus will also pack a limited amount of Spanish peanuts.

In preparation for their advent into the candy field, the company entered into an extensive teaser campaign. Car cards, bill boards, counter and window posters were utilized to pave the way for Circus Nut's entrance into California, Oregon and Washington markets. When the first cellophane packs made their appearance in the retail stores, the company launched an intensive follow-up campaign. Planes, trailing banners proclaiming the new product, were flown over the principal market areas. Bonnie, a four and one-half ton elephant, was acquired and taken on tour. Making her appearance at a series of county fairs, horse shows, and rodeos, now being held in California. Bonnie is presenting free rides and all the peanuts they can eat to the moppets attending the affairs. When not actually on tour, Bonnie makes her headquarters at the Circus plant.

Mr. Jenanyan says that the company is planning to continue with quite an extensive campaign in the future. The promotion will be carried in trade magazines, newspapers, posters, bill boards, and radio.

Following through on the advertising, the sales force is making detailed calls on every Western retailer who handles, or could profitably handle, salted nuts.



The executive and sales personnel in front of their new San Francisco plant at 15th and Rhode Island Sts. Edward H. Jenanyan, president, is fourth from left at bottom.



EDITORIAL

—A Guest Editorial—

Keep Candy Bars Selling at a Nickel

By C. O. MATHEIS

*Vice president, Walter A. Johnson Candy Co.
Chairman, NCA Distribution Committee*

The confectionery industry is currently being faced with one of its most momentous problems, namely, that of keeping a nickel and a candy bar synonymous. This condition has been brought about by the inflationary spiral that has come as an aftermath of the war. Everyone in our industry, as well as in many others, has been faced with higher costs of both material and labor.

If we can use the past as a fair barometer of the future, we know, in due time, when supply and demand come into closer focus, there will be a leveling off process at which time normalcy will again return. Human instinct sometime causes us to take steps that, while expedient for the moment, usually have their repercussions in the future.

Many manufacturers of nickel candy bars have found it necessary either to raise their prices or reduce their weight, or both, in order to remain in business, because in many cases they were compelled by OPA regulations to manufacture products built and based upon lower material and labor costs.

This, then, brings us to the point of having to re-examine the price structure of our industry so that temporarily we can figure out and agree upon a basis whereby each component part of our industry holds the line to the best of his ability against this inflationary spiral, so that the most important person in our sphere is not affected by it. This most important person is none other than the consumer.

Everybody in the 5-cent bar industry—which includes manufacturers, jobbers, and retailers—must of necessity recognize the fact that the tremendous volume built up in this field was and is predicated on a 5-cent price tag to the consumer.

Everyone in the merchandising field knows that the greatest volume is always obtained when the product offered for sale entails the expenditure of a single coin rather than a multiple of coins. This is particularly true of products that sell in the low price brackets.

If the foregoing statements are accepted by you as facts, then it becomes a certainty that every safeguard should be erected to prevent the consumer having to pay more than 5 cents for a 5-cent candy bar and 10 cents for a 10-cent candy bar.

Some years prior to the war there were attempts made by certain states to place a 1-cent tax upon candy bars. At that time the industry arose in defense of its position with a statement that to add a penny tax to a candy bar would be the most certain way to crucify the industry and reduce the value of sales beyond the point of comprehension. On this ground it was possible to forestall these tax seekers momentarily, but if we unwittingly sell candy bars to the consumer for 6 cents we have then definitely proven the case for those politicians constantly on the alert for taxable items while at the same time wrecking any stand we might be able to take against such a procedure. Obviously we would be playing right into the tax assessor's hands for the time when once again everybody will be most anxious and happy to see candy bars sold for 5 cents.

The person or persons in the best positions and most adequately situated to prevent such an occurrence is the wholesale distributor of 5-cent and 10-cent candy bars. It then becomes his duty to police each and every retail account he serves and if necessary, refuse to serve them if they, in their ignorance and great desire to extract the last possible percent of profit, attempt to raise their price beyond the level of 5 or 10 cents for the respective products intended to be sold at those prices.

It is a known fact that during the competitive period prior to the war retailers regularly paid 45 cents a dozen for ice cream bars, cookie packages, and small pies which they sold at retail for 5 cents each regardless of the fact that those products required more handling and attention than most retailers ever gave 5-cent candy bars. If they could and did do that, why then should they not be able to pay up to 85 or 90 cents for candy bars and still retail them for 5 cents each?

Necessity of protecting the 5-cent bar market is so great that every thinking person in our industry should turn loose any power he possesses and make every effort possible to see that our industry does not receive a body blow that it will take us ages to overcome.

This is one time no one can afford to take the "let-George-do-it" attitude. If you are in the candy industry you will be affected; therefore, you must act without any delay or procrastination.

When the consumer thinks of a candy bar he thinks of a nickel. Let's not get him all mixed up—he might get in the habit of forgetting to buy our products.

S

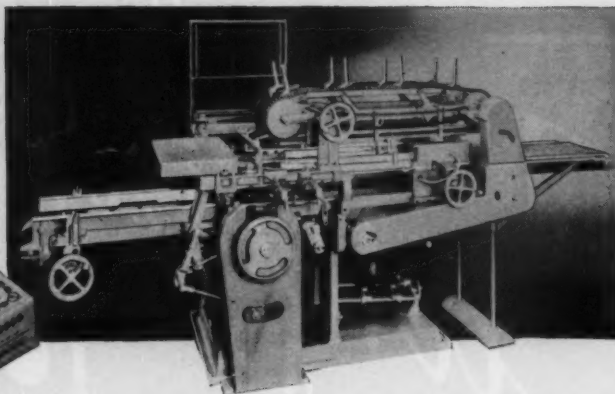
Candy. Packaging

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The Model FA provides attractive wrapping of
uniform neatness for a wide variety
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As numerous candy makers have already discovered, our widely-used Model FA machine produces attractive, firmly-sealed wraps of uniform tightness for a variety of package styles—at speeds ranging up to 100 per minute. Open boats and extension-edge boxes can be handled as well as ordinary cartons. Moreover, the FA can be quickly adjusted to accommodate a wide range of package sizes.

The Model FA can be adapted to virtually any type of plain or printed wrapping material, which it uses in economical roll form. Every printed wrapper is located with unfailing accuracy by a highly-perfected electric eye—regardless of the length of the run.

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Over a Quarter Billion Packages per day are wrapped on our Machines

How Wartime Research Is Developing Better Packaging Methods:

Improving Peacetime Packages

By B. W. SCRIBNER

Chief, Paper Section, National Bureau of Standards

Wartime developments in the packaging field point the way to improved peacetime packages. For example, foodstuffs, chemicals, and other supplies were successfully delivered in paper shipping sacks to our armed forces throughout the world. The substitution of the sacks for metal, wood, and textile containers was so satisfactory that it is continuing in peacetime. A substitute was worked out also for cloth shipping tags which is still included in the Federal Specification.

During the war, it became necessary to find what critical packaging materials could be dispensed with; to develop paper substitutes for essential products; and to establish new or improved specifications and testing methods for better performance of packaging materials.

The Paper Section of the National Bureau of Standards collaborated with war agencies in these respects, generally with the assistance of a technical committee representative of the manufacturing group concerned. A wide variety of materials was dealt with, and some of the more important developments are described herein.

Asphalted Wrappings

Asphalted wrapping papers were essential to protect heavy-duty overseas packages against damage by water. A Federal Specification for such papers, UU-P-271, was available, but this was based on tests made by the Bureau several years ago. In the meantime many new types had been developed, some with particular application to wartime requirements.

Accordingly, another investigation of the papers was conducted for the purpose of developing an improved specification that would cover all present standard types. This was issued in 1943 as UU-P-271a.

Papers, representative of the various types, were tested for weight, water vapor permeability, water resistance, tensile breaking strength, and stretch by the methods of the Technical Association of the Pulp and Paper Industry (TAPPI).

Specifications Revised

The revised specification covers 37 different papers as contrasted with 7 in the previous issue of 1936. This is indicative of the rapid development of new types. The types now comprise uncreped papers, papers creped in various ways, laminated duplex, triplex, and quadruplex papers, some of which are infused with asphalt, single sheets infused with asphalt, and papers reinforced with strands of fibers, scrim cloth or burlap embedded in asphalt. The basic material of all is kraft paper.

One of the principal uses of the asphalted wrappings is for lining shipping cases. Experience during the war proved, however, that some types failed, under the rigorous conditions then prevailing, to continue their important function as moisture barriers.

As a result, a further investigation of asphalted wrappings was made to develop a specification for caselining

paper and also to find how well such wrappings resist mildew under tropical conditions. An advisory committee composed of technicians from the asphalted paper manufacturing industry assisted in this work.

The sheetings were all given all of the various kinds of tests considered to have a bearing on their serviceability, such as strength, stretch, flexibility, resistance to puncture, scuffing, and permeation of water vapor and water. As a part of the work, an improved cabinet of new design was developed for making water-vapor permeability tests under accurately controlled atmospheric conditions, simulating those of the tropics.

This is so designed that the test specimens are weighed inside the cabinet thus obviating errors inherent in removing them for weighing. Apparatuses for testing for flexibility and for creasing specimens prior to water and water-vapor permeability tests were also devised.

Simulated Service Conditions

Packages containing the sheetings tested, used as caseliners, were subjected to simulated service conditions at the Package Research Laboratory, Rockaway, N. J. The packages were put through cycles of being tumbled in a drum, dropped on a concrete floor, and bounced on a vibrator, with wetting, under both tropical and arctic conditions. They were then examined for permeation of moisture and for the condition of the liners.

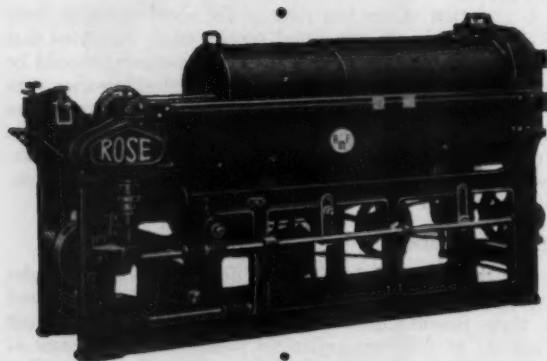
Correlation of the test data of the sheetings with their performance in the simulated service trials indicated that for the most satisfactory service, the caseliners should be composed of sheets of kraft paper cemented together with asphalt. It showed further that the important properties are: Areal weight of paper and of asphalt, wet-tensile strength, stretch, resistance to tearing, puncture, and permeation by water vapor and water. Recommended requirements for these properties were formulated.

Mildew Testing

For the investigation of the effect of mildew, samples of sheetings used to line shipping cases, kraft papers used in their manufacture, kraft paper coated with asphalt fractions of different softening points, and the seams of liners sealed with four different water-resistant adhesives, were hung in a room maintained under tropical conditions. Specimens were removed at the end of three or four successive 4-week periods, examined for amount and species of fungi present, and tested for deterioration. The examinations of the fungi were made in the Microbiological Laboratory of the Bureau.

The growth of mildew ranged from slight to heavy on the different specimens. While the data are not consistent when considered as a whole, the extent of deterioration had a relation to the amount of mildew growth and the presence or absence of the fungi, *Chaetomium globosum* and *Penicillium* sp.

The caselining materials, the base papers and kraft paper coated with asphalt all deteriorated in strength, stretch, and water resistance but some were more resistant than others. Of 19 unreinforced kraft laminated



The Rose Automatic Batch Roller performs the work of an experienced spinner. The gentle action of the conical shaped rollers, revolving intermittently, spins the toffee or caramel batch into a rope form prior to its entry into wrapping machine. Used with Rose Eagle, R.A.F. and Triumph machines.

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Write the Rose Machinery Division for new circulars on this and other Rose Candy Machines



AMERICAN MACHINE & FOUNDRY CO.

511 FIFTH AVENUE, NEW YORK 17, N. Y.

papers, the number showing little or no deterioration at the end of 4 weeks' exposure was 9; at the end of 8 weeks, 3; at the end of 12 weeks, 1; at the end of 16 weeks, none. Papers reinforced with strands of sisal fibers or jute scrim cloth deteriorated much more rapidly than the other laminated papers, and the growth of mildew was heavier on the lines of the reinforcing material than on the other part of the sheet.

The maximum percentage decreases from the original tearing resistance, tensile strength, stretch, and water resistance of the asphalt laminated kraft papers were, respectively, 68, 77, 71, and 93. Sheetings with cotton wadding or cotton cloth as a component also deteriorated much more rapidly than the kraft laminated papers containing no reinforcing material.

The deterioration of the base papers in general was more rapid than that of the asphalt-laminated kraft papers containing no reinforcing material.

Deterioration Problems

The rate of deterioration of the kraft paper coated with asphalt was rapid and grew with increase in the softening points of the asphalt. In general, the mildew growth was heavier on the uncoated side than on the asphalted side of the sheets. In tests made with pure cultures of fungi, the growth of mildew was very heavy on the kraft paper and very light on the different asphalt fractions, and the amount of mildew growth advanced with increase in the softening points of the asphalt fractions.

None of the adhesives showed significant failures after the exposures, either when dry or after wetting the seams. The adhesives were composed variously of mixtures of asphalt, rubber, and synthetic resins.

As a result of cooperative work with the War Production Board, and the Tag Manufacturers Institute, it was possible to amend the Federal Specification for shipping tags, UU-T-81b, thereby conserving cloth, metal, and abaca manila hemp fiber, all of which were critical materials. Substitute products were developed by manufacturers of tags and tagboard working in cooperation with the Bureau which assisted with testing and advice.

A satisfactory substitute for cloth tags was obtained by the use of the synthetic resin, melamine, which greatly increased the strength and resistance to scuffing of the paper tags, even though substitute fibers for hemp were used in the so-called "rope fiber" tags, the highest grade. The improvement in the wet strength effected by this resin was particularly outstanding.

The accompanying table showing ratios of strength of tag stock treated with around four per cent resin, and of stock made without the resin may be of interest. The papers were composed of 75 per cent rope fiber and 25 per cent wood fiber. The wet strength was obtained on paper immersed in water for 24 hours.

Strength of Tag Stock Treated With Around 4 Per Cent Resin and Stock Without Resin (In percent)

	Stock	Tensile	Bursting	Tearing
Dry, treated, compared with dry, untreated.....	142	139	95	
Wet, treated, compared with dry, treated.....	32	66	114	
Wet, untreated, compared with dry, untreated	7	28	38	
Wet, treated, compared with wet, untreated	461	324	281	

The metal eyelets of the tags were replaced with a hard-fiber paper patch affixed with water-resistant adhesive which is required to withstand immersion in water for 24 hours without failure. The tags with high wet strength and the paper patches have proved so satisfactory that they are still included in the Federal Specification.

Investigation of gummed sealing tape used to seal fiber containers and shipping sacks was made in cooper-

38%
ARE UNPLANNED PURCHASES

established by nationwide survey

**Here's important news
for those who are
making sales plans for the
days ahead**

TRUE . . . right now you may be concerned with shortages, but you're probably taking time out to look ahead . . . to make plans for the time when there will again be a need to create demand.

Our recent study of impulse buying in supermarkets will help you make merchandising plans for tomorrow. It reveals that 38% of the shopper's purchases are unplanned. She sees something that *looks* good—so she buys it.

Our new brochure, "Design for Selling," contains a full report on this timely study of impulse buying . . . lists findings under 27 classifications so you can check the products in which you're particularly interested. A copy is yours for the asking—request it today!

We hope we will soon be able to meet all demands for Du Pont Cellophane, the packaging material that displays your product . . . lets it tell its own sales story.

E. I. du Pont de Nemours & Co. (Inc.),
Cellophane Division, Wilmington 98, Del.

for November, 1946



Cellophane

Shows what it Protects—at Low Cost

BETTER THINGS FOR BETTER LIVING
... THROUGH CHEMISTRY

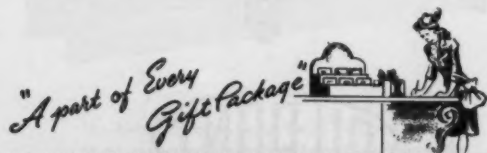


"Little things count up"

Little things—like providing John Henry enclosure cards that can be wrapped with a gift box of candy—count up to produce repeat sales. For customers appreciate the convenience of this extra service, and they return to your store the next time they purchase candy for a gift.

These little cards offer artistic designs rendered in warm, rich colors. A wide variety of sentiments, carefully selected and tastefully inscribed, make them completely suited to the requirements of every possible occasion. And they're just the right size to enclose with a gift package. Styled exclusively by John Henry, they represent the product of thirty-four years of successful experience in the enclosure card business.

You can easily provide your customers with a John Henry enclosure card service. The cost is low—the good will returns are high. Ask your candy jobber, or write Dept. 117 for attractive samples.



THE JOHN HENRY CO.
Enclosure Cards Envelopes Tags Stationery Labels
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The Symbol  of Quality

ation with the War Production Board, the Army, and the Navy, with the assistance of a technical committee of the Gummed Industries Ass'n. Experience has shown that for wartime packaging, the Federal Specification for the ordinary type of tape with water-soluble gum, UU-T-111, was inadequate, and that, in addition, there was need for one for tape having water-resistant adhesive.

As a result of the investigation, the Federal Specification for tape with water-soluble adhesive was revised and reissued in 1944 as UU-T-111a, and this has served adequately. An important modification is that for testing the adhesiveness of the tape, a standard gumming kraft paper, adopted for the purpose by the Gummed Industries Ass'n, is used. The tape is affixed, then pulled off by hand after a certain interval of time. It is required that the tape cannot be removed without failure of either the tape or the paper.

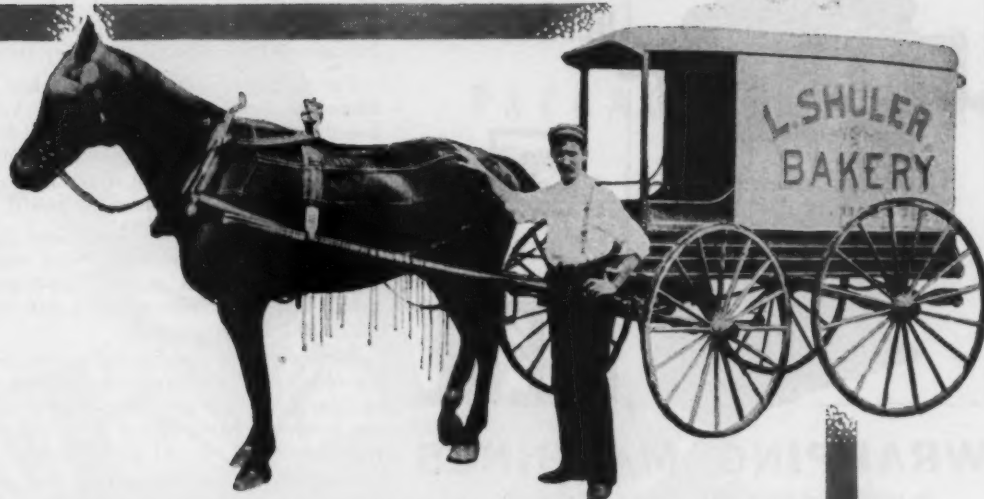
The investigation also proved valuable in the development of a satisfactory specification for tape with water-resistant adhesive, the specific details of which were largely developed by the U. S. Forest Products Laboratory in cooperation with the Army Ordnance Department.

(Please turn to page 40)



TAFFEL BROS., Inc.
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SCHULER POTATO CHIP CO.



From This Humble Beginning...

SCHULER is another example of the way in which American initiative and industry, from small beginnings, has brought the best there is to every American citizen's door.

In 1909 Andrew S. Schuler began to make pretzels, using his father's horse and wagon for "distribution". Later he made other food products, specializing in potato chips.

Today, Schuler-owned farms, supervised by trained plant pathologists, produce 325,000 bushels of potatoes annually and 40,000 bushels of certified seed potatoes for the many independent farmers who also supply them.

Two modern plants in Rochester, air-conditioned warehouses, 100 motor trucks and modern packaging in air-tight containers, complete the picture of this industry which grew from a handful of men to more than 500 employees and a well-organized executive group... in the lifetime of its founder.

HOW SCHULER USES RIEGEL FUNCTIONAL PAPERS

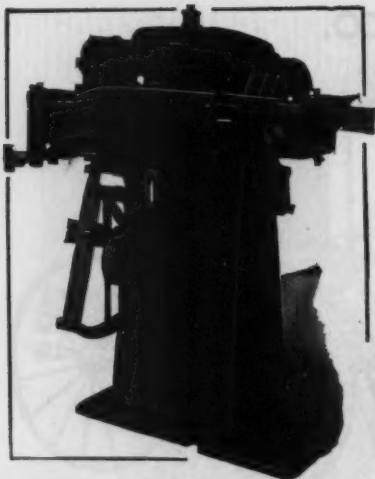
Schuler uses printed duplex bags of Riegel's Diafane for all their potato chips as well as most of their other products. Although far from the cheapest packaging for potato chips, Schuler has adopted it as the best way to prevent rancidity and maintain their high quality standards.



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The requirements for the adhesive of this tape were based on an adhesive developed commercially, having an asphalt base and activated by an aqueous solvent developed for the purpose. The prerequisites for the performance of the adhesive are very stringent.

For testing initial adhesion when dry, the tape is affixed to standard water-resistant V3S fiber container board, and to standard kraft paper for testing the tape after wetting it. The initial adhesion is measured by pulling the tape from the board by hand and estimating the per cent fiber failure of the board.

The wet adhesion is determined by using a tensile testing machine to find the load required to pull the tape from the kraft paper. Requirements are also included for wet tensile strength and water resistance of the tape.

Naturally, the developments described here were the outcome of the stringent requirements for wartime packages and the necessity to conserve materials. Many of the materials have proved so successful that they will undoubtedly be carried into peacetime activities.

Research carried on during the war points toward better packaging with respect to both efficiency and costs. And the National Bureau of Standards will continue its investigations of possible improvements so that the consumer will receive a better packaged article and one that will preserve the contents.

• Southern Package Corp., High Point, N. C., has completed plans for establishing its \$500,000 plant, says Frank H. Driscoll, president. The company will have the largest packaging plant of its kind in the South, he adds. It is hoped that the plant will be ready for occupancy within two months.

PROTECTION . . .

of your candies is vitally important!

It is good sense to make sure that your candies are safe in the box, well protected from breakage, weather and spoiling. You can prevent waste of **valuable sugar** and chocolate by better packaging protection. It pays.

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REPORT OF THE FOURTH POST-WAR, QUARTERLY CANDY PACKAGING CLINIC

CONDUCTED BY CANDY PACKAGING BOARD OF THE MANUFACTURING CONFECTIONER

Clinic Meetings of The Packaging Board are held Quarterly at M.C. Chicago offices on the 15th of these months: Jan., Apr., July, Oct.

CODE PK11A46

Assorted Chocolates—370 grams—No Price

(Sent in for Analysis PK11-1)

Description of Package: Bright colored, flat, full telescope, one-layer, chipboard. 34 pieces. Cellophane wrapped.

Size and Shape: Rectangular. $13\frac{3}{4} \times 4\frac{1}{4} \times 1\frac{1}{4}$ ".

Materials: Chipboard. Covered with simulated vellum paper.

Design: Gold embossed crown, logotype, candy name, and firm name.

Colors: Gold on soft red.

Typography: Good.

Originality: Good.

Class of Trade: Department store. Best.

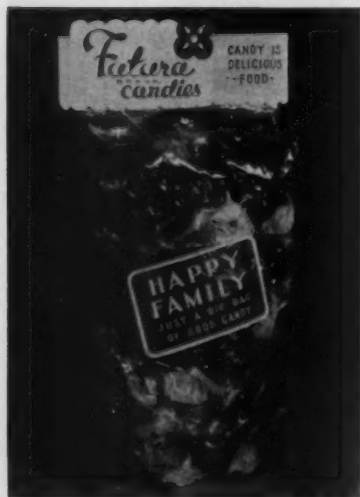
Appearance of Box on Opening: Very attractive.

Box Findings: Very good. Dark brown waxed glassine flaps, corrugated wadding and paper wadding. Brown and white wax paper cups. About half of pieces wrapped in colored foil and cellophane. Novel effect achieved by turning pieces over so that flat surfaces of foil and cellophane show. Several pieces foil wrapped and also twist wrapped in cellophane with shredded ends.

Sales Appeal: Very good.

Display Value: Very good.

Remarks: This seems a very good piece of design. The wrapped decorative pieces add an interesting note to its general appearance. Restrained and distinguished.



Futura Happy Family, a home consumption unit containing $2\frac{1}{2}$ lbs. of candy. The bag may be loaded on weighing and filling machine to facilitate packaging.

CODE PK11B46

Chocolate Coated Marzipan—448 grams—No Price

(Sent in for Analysis PK11-2)

Description of Package: White. Full telescope, tuck-in end. One layer. Flat. Chipboard. 16 pieces. Cellophane wrapped.

Size and Shape: Rectangular. $\frac{3}{8} \times 5\frac{1}{4} \times 1\frac{1}{8}$ ".

Materials: Chipboard. Coated paper covered.

Design: Logotype and trade name in gold, simulated red diagonal ribbon and gold monogram on main panel. Firm name and heraldry on side panels.

Colors: White background, with gold and red printing.

Typography: Very little, but this is good.

Originality: Little.

Class of Trade: Good.

Appearance of Box on Opening: Good.

Bars do not lend selves to especially attractive presentation, however.

Box Findings: Dark brown waxed glassine flaps and liner. Pieces individually twist wrapped in cellophane which is imprinted with yellow-gold monogram and trade and firm names. Folded tissue wadding.

Sales Appeal: Fair.

Display Value: Fair.

Remarks: This seems an average design and not particularly distinguished. Design itself is a bit scattered. Monogram is confusing. Lettering is a bit old fashioned. Colors vary in shade. May appeal, however, to European tastes more so than to American.

CODE PK11C46

Assorted Chewing Gum—Sticks 1c each

(Sent in for Analysis PK11-3)

Description of Package: Grey. Set-up box container of chipboard with inner cylindrical, tuck-in package foil covered. Over 100 pieces.

Size and Shape: Inner package approximately 5" in diameter x $3\frac{3}{8}$ " high.

Materials: Chipboard. Foil covered.

Design: Outer container blue imprint on grey background. Inner package shows various pieces in montage with firm trade name and price labels on three strategic spots.

Colors: 4-color printing.

Typography: Fair.

Originality: All-over effect is widely used but is good.

Class of Trade: Counter.

Appearance of Box on Opening: Exciting and sales-stimulating.



Futura Duet, a new Du Pont Packaging creation. A double wall bag with cardboard divider which flares out at the base for added package strength.

Box Findings: Good. Sticks individually wrapped in foil and paper sleeve with good printing and design.

Sales Appeal: Very good.

Display Value: Very good.

Remarks: This package is an interesting interpretation of the random bargain approach. Numerous items tossed together suggest a bargain. Design carries out feeling of the interior of the package display. Suggest stick-on price tag be redesigned in conformity with side panels of inner package, as printing and design are "flat."

CODE PK11R46

Chocolate Nut Roll Bar—1½ oz.—5 cents

(Purchased in a Chicago railroad station.)

Description of Package: Glassine wrapper. Rectangular. Inner wax paper liner.

Design: Name and slogan in heavy print.

Colors: Blue, black, white on yellow background.

Typography: Fair.

Class of Trade: Counter.

Sales Appeal: Good.

Display Value: Good.

Remarks: Very good design for counter item.

CODE PK11D46

Chocolate Mints—14 oz., 50 cents
(Purchased in a Chicago department store)

Description of Package: Full telescope, two-layer, foil-wrapped. Bright red.
Size and Shape: Rectangular. $8\frac{3}{8}" \times 3\frac{1}{2}" \times 1\frac{1}{8}"$.

Materials: Chipboard with reinforced edges. Foil covered.

Design: Imprinted monogram in upper left corner, simulated ribbon, logotype on main panels. Trade name and slogan on side panels.

Color: Gold, blue, white on red background.

Typography: Poor.

Originality: Poor.

Class of Trade: General.

Appearance of Box on Opening: Not too inviting.

Box Findings: Lace paper flaps pasted on sides. Partition. Divider for bottom layer.

Sales Appeal: Fair.

Display Value: Fair.

Remarks: Poorly conceived design. Heraldry good but design too involved and confusing. Foil covering should be so affixed that it will be part of box when opened. As is, box itself detracts from candy attractiveness and seems unfinished. Suggest paste-on label on main panel be imprinted design, as many labels had worked off on packages displayed.

Originality: Heraldry uncertain.

Class of Trade: Quality.

Appearance of Box on Opening: Good. Inviting.

Box Findings: Good. Glassine liner. Brown wax paper cups, two strips cotton on glassine wadding.

Sales Appeal: Good.

Display Value: Good.

Remarks: Heraldry needs reconsideration as well as lettering of firm name.

CODE PK11G46

Assorted Toffees—I lb.—59c

(Purchased in a Chicago drug store)

Description of Package: Full telescope, chipboard.

Size and Shape: Rectangular. $7\frac{1}{4}" \times 4\frac{1}{2}" \times 1\frac{1}{8}"$.

Materials: Chipboard with coated paper cover.

Design: Early American scene.

Colors: 4-color printing.

Typography: Good.

Originality: Fair.

Class of Trade: General.

Appearance of Box on Opening: Good.

Box Findings: Individually twisted-wrapped pieces in cellophane and wax paper.

Sales Appeal: Good.

Display Value: Good.

Remarks: A fine organization of quality appeal and products. Interesting wrapper covers for individual pieces. Suggest candy be identified as toffee, however, on main panel.



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No. 520, width No. 2 ($\frac{7}{16}"$)

50 yd. bolt \$1.00

100 yd. bolt 1.90

No. 521, width No. 3 ($\frac{3}{8}"$)

50 yd. bolt 1.40

100 yd. bolt 2.70

No. 522, width No. 5 ($\frac{7}{8}"$)

50 yd. bolt 1.90

100 yd. bolt 3.60

(Colors: in No. 2, No. 3, No. 5, satin: white pink, blue, orchid, lavender, mauve, nile, red, better times, emerald, royal, black, eggshell, 2-tones: talisman-red, beauty-green, orchid-glaze, chartreuse-nile, peacock-red.)

No. 524, width No. 9 ($1\frac{1}{4}"$) 50 yd. bolt \$2.75

(Colors: white, pink, blue, red, mauve, nile, orchid, emerald, better times, royal blue.)

No. 527, width No. 40 ($2\frac{3}{4}"$)

20 yd. bolt \$2.75

50 yd. bolt 4.50

(Colors: white, pink, blue, red, picardy, premier, orchid, nile, moss, mauve, emerald, eggshell, black, 2-tones: peacock-red, chartreuse-nile, beauty-green, talisman-red, orchid-glaze.)

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(Colors: silver, gold, red, green, royal, nile, light blue, pink, fuchsia, violet, orchid, white.)

20 in. x 50 feet, per roll \$1.10

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No. 531, width No. 3, superior heavy quality, silver only, 50 yd. spool \$2.00

No. 532, width No. 3, same quality, silver only, creped, 50 yd. spool 2.25

No. 550, width No. 5, (Tinsel Viscose) 50 yd. spool 1.75
(Colors: silver, gold, Xmas colors: silver-royal, silver-green, silver-red.)

Width No. 2, same colors, 50 yd. spool 1.30

Ribbonzene

500 yd. spool \$1.20

(Colors: white, pink, azure, royal, lavender, medium violet, nile, yellow, orange, turquoise, yale, emerald, purple, old rose, scarlet, copen, brown, black.)

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No. 777 clear transparent square acetate boxes, $5\frac{1}{2} \times 2\frac{1}{4}"$, Packed 12 per carton \$3.50

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400 W. Madison — CHICAGO 6



CODE PK11H46

Assorted Children's Candies—12 oz., 69 cents

(Purchased in a Chicago candy store)

Description of Package: Bright colored, flat, full telescope.

Size and Shape: Square. 8"x1 3/8".

Materials: Covered chipboard.

Design: Good. Mother Goose scenes.

Colors: 4-color printing.

Typography: Good.

Originality: Excellent.

Class of Trade: Children and parents.

Appearance of Box on Opening: Excellent.

Box Findings: Shredded cellophane packing. Cellophane sealed. Tied with diagonal ribbons.

Sales Appeal: Good.

Display Value: Good.

Remarks: Nicely designed for appeal to children and parents.

CODE PK11I46

Assorted Chocolates—20 oz., \$1.50
(Purchased in a Chicago drug store)

Description of Package: Two-layer, partial telescope, hinged cover. Separate inner box. Cellophane wrapped. Padded cover.

Size and Shape: Rectangular. Approximately 7 7/8" x 4 3/4" x 2".

Materials: Covered chipboard.

Design: Colonial scene and early American motifs on side panels.

Colors: 4-color printing.

Typography: Good.

Originality: Excellent.

Class of Trade: Drug store.

Appearance of Box on Opening: Very inviting and attractive.

Box Findings: Transparent glassine wrap-around liner, brown wax paper cups, some pieces foil wrapped in various colors, layer selector inside top panel. Inner box is chocolate brown with white polka dots and has one large and two smaller take-out containers. Cotton on glassine wadding. Guarantee.

Sales Appeal: Excellent.

Display Value: Good.

Remarks: Excellent design throughout. Every detail has been given careful consideration even to details of hand lettered guarantee and decorative covering for candy pieces. Silver leaf pellet atop single piece of candy is reminiscent of old Victorian custom and adds to high appeal of contents. This is best package examined by Clinic in this session.

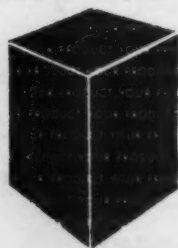
Of special interest were the individual trays on the top layer of the box. These are indicative of the time and effort spent on the designing to make this attractive box.

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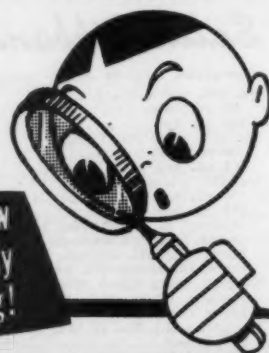
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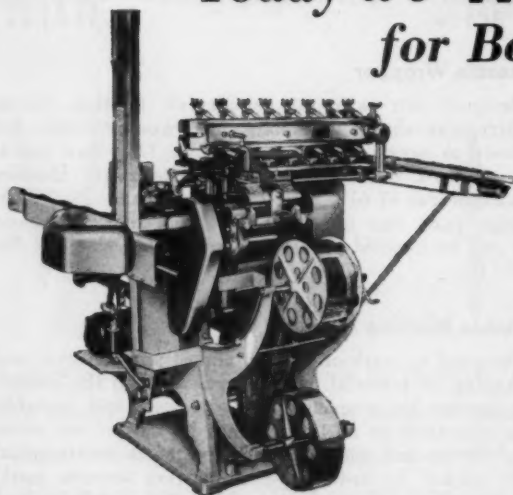
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For wrapping candy bars, biscuits, and cookies. Wrap-O-Matic is the most popular Wrapping machine in the Confectionery and Bakery field . . . a real tribute to the flawless wrapping by Wrap-O-Matic.

SMART merchandisers of confectionery and bakery products are quick to recognize the extra advantages of Wrap-O-Matic wrapping . . . especially when those products are fragile or of irregular shape. The delicate handling by Wrap-O-Matic eliminates the use of collars or other protective materials permitting your products to be displayed in full view when using transparent wrapper.

Wrap-O-Matics are economical . . . you save as much as 75% in wrapping labor and up to 35% in wrapping material. Production is at high speed . . . up to 120 units per minute. Wrapping is accurate . . . electric eye controls register of wrapper on product.

For better product wrapping you can't beat Wrap-O-Matic. Our engineers will be glad to survey your wrapping operations and show you how you can profit with Wrap-O-Matic. Write today for illustrated brochure and more details!

Lynch Package Machinery Corporation
TOLEDO 1, OHIO, U.S.A.

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THE MANUFACTURING CONFECTIONER
400 West Madison Street
Chicago 6, Illinois

Name.....
Company.....
Title.....
Address.....
City.....
State..... Zone.....

Packaging Supply News

The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new packaging equipment and materials of all types. Information on these items is free for the asking.

Self Feeding Heat Sealer

This self-feeding sealer will handle all heat sealing materials. Features: (1) uniform preheating, (2) double drive, (3) synchronized feeder, (4) fully adjustable, (5) interchangeable rolls, (6) many safety features. Check Code No. PPN146.

Improved Weighers, Fillers

Providing 25 to 50 per cent faster packaging and greater accuracies than earlier models, production with these machines ranges from 15 to 20 packages per minute to as high as 120, depending on machine and product used. Fully automatic operation is obtained with rigid containers. Paper or cellophane bags merely require operator to place bag on filling spout, the remainder of the operation being automatic. Check Code No. PPN246.

Versatile Wrapper

Designed for wrapping single or multiple pieces or irregular shapes assembled on trays or trucks for delivery to operator feeding machine. Only two operators required, one to feed, one to take away. Handles maximum size of 6½" long by 2½" wide by 1¼" high. Change parts can be supplied so that more than one size can be handled on same machine. Check Code No. PPN346.

Portable Marking Machine

Designed to mark objects on almost any conveyor and packaging or material handling machine on the market, this marker is completely self-contained and portable. It is adjustable to all three planes for carton size variation. Designated spaces and recessed surfaces are accurately marked by instant synchronization between marking operation and production flow. Can mark as high as 80 imprints per minute without stopping production flow. Check Code No. PPN446.

"Tailor Made" Service

A packaging service to help meet the problems in launching a new product or dressing up an old one is offered by this manufacturer of packaging machines. Special problems on size, shape, and materials used in the wrapping procedure are given special attention. Check Code No. PPN546.

High Speed Wrapper

This machine is specially designed to wrap at 325 to 425 pieces per minute and still maintain the most exacting requirements of packaging. Check Code No. PPN646.

DOUBLE

the appeal

of your special pack

with

VUEPAK



By far the most tempting candy packs for Christmas . . . or any holiday . . . are executed in beautiful, gleaming Vuepak, the transparent, rigid packaging material.

Vuepak puts your candy's taste appeal in full view AND protects it fully, too. Also it's tough, grease-proof and non-aging.

Now with new high speed equipment Vuepak is easily and economically converted into sales-attractive packages in all sorts of shapes, in all kinds of combinations . . . quality packages that get and maintain quality prices.

Your box supplier can give you Vuepak details, or write direct to: MONSANTO CHEMICAL COMPANY, Plastics Division, Springfield 2, Mass. In Canada, Monsanto Ltd., Montreal, Toronto, Vancouver.

Vuepak: Reg. U. S. Pat. Off.

for November, 1946

QUESTIONS AND ANSWERS ON VUEPAK

1. What is Vuepak?

Vuepak is a transparent, tough, rigid, beautiful Monsanto cellulose acetate.

2. In what forms is Vuepak available?

In sheets up to 30" wide, and in continuous rolls 30" wide up to 1000 ft. long, in thicknesses up to .015". Available in .020" thickness in rolls with unit finish or in 20" x 50" press polished sheets.

3. In what thicknesses is it ordinarily available?

In six standard gauges 0.005" to 0.020".

4. Does sunlight affect it?

No.

5. Is it affected by heat?

Not under ordinary temperatures. It begins to soften after 200° F. Underwriters' Laboratories classification, "slow burning."

6. How can it be fabricated?

It can be drawn, shaped, formed or folded into almost any shape with inexpensive dies. It can be embossed, stapled, printed, cemented, or combined with other materials.



Complete Labeling Supplies

This company offers a well supplied stock of all types of labels for saving time, labor, and expense. Can supply standard or special labels, labeling machines, and tape machines. Check Code No. PPN746.

Color Wrapping Material

Well designed, colorful wrapping sells candy. This company offers a choice of over 5,000 papers in various color combinations. Available are embossed color and foil combinations, lace patterns, foil paper, etc. Special attention is given individual requirements. Check Code No. PPN846.

Box Papers

Instant delivery on most items direct from stock. Velours, embossed, metal foils, wood, etc. Check Code No. PPN946.

Electronic Bag Machine

Announcement of immediate delivery is made on a new electronically controlled bag-making machine. Claims assert machine is capable of producing 12,000 transparent, heat-sealed bags per hour. The machine, weighing but 1,200 pounds, is extremely compact. Bags may be from 2 inches to 18 inches long and from 1½ to 9 inches wide, single or duplex walled. Features claimed are: (1) simplicity of design, (2) positive heat control, (3) instantaneous application of heat, (4) long heater life, (5) automatic stacking, (6) accurate, adjustable print register, (7) rapid size change, (8) self sharpening shear. Check Code No. PPN1046.

Holiday Eye Catchers

A 24-page catalog of holiday display items is now available. Especially interesting are the new effects created through silk screening. Many panels and streamers containing as many as ten colors are accented with diamond dust. Check Code No. PPN1146.

Wrapping Versatility

Wrapping machines to meet any problem the manufacturer has in packaging. Company has over 80 models in its line. Check Code No. PPN1146.

Check Coded Items in Which You Are Interested in Getting Literature

PPN146 — PPN 246 — PPN 346 — PPN 446

PPN546 — PPN 646 — PPN 746 — PPN 846

PPN946 — PPN1046 — PPN1146 — PPN1246

Name.....
Company.....
Position.....
Address.....
City.....
State..... Zone.....

August Candy Sales Gain 15% Over Last Year; \$390,000,000 Total Is 3% Drop for 8 Months

Dollar sales of confectionery by manufacturers during August were up 15 per cent over August of last year, and up 38 per cent over July of this year, reports J. C. Capt, director of the census. For the first eight months of 1946, dollar sales were 3 per cent short of the corresponding period of last year. These data are based on reports from 289 manufacturers located throughout the country in cooperation with NCA. Total candy sales by all manufacturers in the country for the first eight months of this year are estimated at \$390,000,000.

Reports of 129 confectionery manufacturers indicate their dollar sales for August were up 14 per cent over a year ago, whereas when measured in pounds sales were up only 4 per cent. The rise in dollar sales were due principally to an average price increase of 2 cents per pound, from 23.4 to 25.8 cents. Comparing the first eight months of this year with the corresponding period of 1945, poundage sales were off 7 per cent whereas dollar sales were off only 1 per cent.

Increases in dollar sales, August over a year ago, were reported by all three classes of candy makers: manufacturer-retailers, up 32 per cent; manufacturers of chocolate products competitive with confectionery, 28 per cent; and "other manufacturers", 12 per cent. Following the general seasonal trend, July to August, substantial sales increases were reported by each of the three classifications: chocolate manufacturers, up 67 per cent; manufacturer-retailers, 33 per cent; and "other manufacturers," likewise up 33 per cent. On a year-to-date basis, first eight months of this year compared with the first eight months of last year, dollar sales of chocolate manufacturers were up 14 per cent and manufacturer-retailers 1 per cent, in contrast to a decrease of 6 per cent for "other manufacturers".

August, 1946, vs. August, 1945, comparisons of sales of "other manufacturers" by areas revealed increases ranging from 1 per cent in the Michigan-Wisconsin area to 34 per cent in the Ohio-Indiana area. Iowa-Missouri remained virtually unchanged, whereas decreases were reported from Minnesota-North Dakota-South Dakota-Nebraska (17 per cent), East South Central (9 per cent) and Washington-Oregon (11 per cent). The usual seasonal upward trend in August over July is noted in most areas, with the more pronounced gains being reported for the Washington-Oregon area, 59 per cent, Massachusetts, 50 per cent, followed by New England with 49 per cent and New York 47 per cent.

Four of the five states which account for the major portion of dollar sales reported decreases on a year-to-date basis, first eight months of 1946 compared with the corresponding period of 1945, as follows: Illinois, off 2 per cent; California, off 4 per cent; New York, 11 per cent; and Pennsylvania, 20 per cent. In contrast, Massachusetts reported an increase of 2 per cent.

• Monsanto Chemical Co., St. Louis, has named Dr. C. K. Bump and H. W. Mohrman assistant directors of research, reports Dr. N. N. T. Samaras, research director of the plastics division.

• Taffel Bros., Inc., president George Taffel says dramatic wrappings and ribbons will play a dominant role in 1946 gift merchandising. Included are metallic foil papers embossed with all-over holiday patterns, special papers for kiddie gifts, plastic-covered wire in various colors to tie packages and mold into many engaging shapes, and ribbons bearing word holiday greetings.

Candy's Pioneer Production Days

By ROBERT T. BURNS

MY candy making experience began when I was 12 years old and started working after school for William Aughinbaugh, in his Indianapolis laboratory. Mr. Aughinbaugh manufactured blueing caramels, a good butter scotch, chewing gums, and all kinds of flavoring extracts. I was with him three years and became more interested in candy making than in any other line.

At Christmas time I helped out at Wysoug Candy Co., where I worked on hard candy, hard mix, and cut rock mix. The head candy maker let me pull out the end of the batches.

ROBERT T. BURNS, who has been in the candy business many years. Mr. Burns recalls many hardships and problems connected with his early days in the industry in this story.



When I was 15, I became a young adventurer. I traveled to Chicago for the Mike Shields Candy Co., located on Lake Street. I worked there as a helper, turning out lemon drops, hard mix, and rolled stick candy. It was all fire boiled goods.

After returning to my home town, in Indianapolis, where Missick and Maxwell Candy Co. started the first steam candy company in the city, I traveled to St. Louis and started with the F. D. Seward Candy Co. Then Elmer Nichols Candy Co. set in the first vacuum kettle. I joined the firm and worked with its expert vacuum kettle man, a travelling candy maker named Brigham Young. I weighed and boiled the batches. Mr. Young also let me pump the batches in the kettle, with him finishing the cooking. After a few months, he told me he planned to leave the firm and would teach me the vacuum kettle. I then had the job of cooking the batches and, I am glad to say, everyone said I did a good job.

Wishing a job in a larger candy factory, I next went to Pittsburgh and started work with the Novelty Candy Co. There I was given full charge of the hard candy department. Whenever we had time, we melted the waste candy and turned it into salable goods. For saving the scrap I received a raise of \$3.50 a week.

Rather than move to Memphis, Tenn., where the firm opened a new factory after closing in Pittsburgh, I accepted a job with Hardie Brothers. Hardie Brothers had a much larger factory and turned out 80,000 pounds of candy every day. In the pan room were 50 pans. The firm manufactured candy for large department stores. After Christmas its Eastern line of goods was

started. It shipped by carload and we never had any spare time. In summer we were given two weeks vacation with pay.

After six years with Hardie Brothers, I went to Buffalo, where I worked for the Sibley-Holmwood Co., National Candy Co., and Buffalo Candy Co. We made fudge nougats and honey cone chocolate chips. I became a good specialty man always interested in good candy and never stopped learning.

In July, 1910, I left the East and traveled to Spokane, Wash., where I purchased an interest in the Spokane Candy Co., Inc. At first I was vice-president; later I became president. I also had charge of the production department.

In 1914 I returned East, to Jersey City, N. J., where I operated a continuous cooker and vacuum kettle for the Novelty Candy Co. For help I had 15-year-old girls.

Next I went back to Chicago, where I became foreman of the cream department of the Chicago Candy Co. I had 40 men in my department. We turned out 18,000 to 20,000 pounds of candy a day. My salary was \$20 a week.

A year before World War I started, I decided the opportunities of the West were unlimited. So I traveled back to Spokane, Wash., with the Tru Blu Biscuit Co. Fred Krause was president and Claude Pierce superintendent.

When the war started, I received an offer to take full charge of the Emery Candy Co., Seattle. Under my supervision were 15 hand dippers and three marshmallow beaters. It was a fine equipped little shop, with a depositor, steam boiler, kettle cream beater, and an enrober. We had a splendid chocolate box line and other fine Eastern box lines with the Owl Drug Co. and a number of department stores. Here I introduced a Victoria Chocolate rum flavor.

Early Days

In December, 1920, I started work for Langs Grocery Co., in Portland, Ore. Langs' had a new factory, and I helped install \$200,000 worth of new equipment.

About that time Fred Krause, of the Tru Blu Biscuit Co., asked me to come back on very favorable terms. I remained with Mr. Krause's firm for seven years until his death. Then I took a job with the John E. Robey Co., Los Angeles. The firm represented 15 Eastern houses calling on all jobbers in every Pacific Coast state. In 1932 the McDonald Chocolate Co., Salt Lake City, wired me to work out some new pieces. In a few months I created a new line of goods. When the depression came, I decided to retire from candy making.

My memories of the confectionery industry are very pleasant, however. And I heartily agree with James E. Mayhew, who wrote in the May, 1946, issue of THE MANUFACTURING CONFECTIONER that "candy making is an interesting trade or profession that keeps the spark of enthusiasm glowing at all times." In the early years, before World War I, I received very low pay for my

Greater MOISTURE RETENTION



With
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**TWICE as SWEET
THRICE as FLUID**

as ordinary corn syrup

This modern, ALL-PURPOSE sweetener has an unusual capacity for moisture retention that guarantees an extra-long freshness for your products — the ability to sustain the original texture, flavor and sheen over a longer period of time — extending shelf-life and reducing loss from returned-goods. Economical "SWEETOSE" has unequalled ability to replace regular corn syrup, dextrose and invert sugar — in fact, ALL other sweeteners. Your products will look better, taste better, keep longer and cost less, when made with "SWEETOSE."

These vital, economical, profit-building advantages head the list of many reasons why you should plan to use more "SWEETOSE" when present restrictions are lifted and the production of "SWEETOSE" will be less limited.

A. E. STALEY MFG. COMPANY

INDUSTRIAL SALES DIVISION

DECATUR



ILLINOIS

work, but with the experience of years I went on to earn good pay and excellent commissions. Candy making, in the old days, was more or less a secret art. Today, however, I feel, it is indeed a wonderful business venture.

In the old days we made our own candy colors. One of these was red from cochineal. We used one ounce powdered cochineal, one ounce salts of tartar, one ounce alum, and two ounces of cream of tartar. This we mixed and to it added $\frac{3}{4}$ pint of water and $\frac{1}{2}$ pint of alcohol. We let it stand over night and then filtered it. Then we cooked a paste color. For this we placed three pints of water on the fire and added four ounces of tartar, four of alum, four of cream of tartar, two pounds of sugar, and four ounces of best powdered cochineal, which we stirred on the fire. We had to be very careful, lest it overflowed while boiling the necessary five or six minutes. Cochineal makes a pretty red and is a harmless color.

We made yellow from saffron and purple by mixing blue and red. For orange we mixed red and yellow. We made green from spinach greens and blue from powdered Prussian blue. We also produced caramel color and alcoholic extracts for flavors.

Most of our output in those days was in bushel baskets, bulk goods, 30-pound pails, and five-pound boxes. All had starch centers. We also made a few hand rolls, nickel bar goods, and penny goods. Customers always wanted something new and well seasoned.

Through the years I have collected candy books. I now have over 100 books of recipes, a library which I started when I was but a boy. I truly believe I have one of the largest collections in the world. In addition I always read the trade papers to keep up to date at all times.

TIME-SAVING SHORT-CUTS FOR MANUFACTURING CONFECTIONERS

Consult Oakite for Low-Cost, Competent Cleaning!

COMPETENT doesn't necessarily mean COSTLY when it comes to sanitation procedures. Especially when you use safe, low-cost Oakite cleaning materials and germicidal methods.

Try Oakite fast-acting sanitation materials on such tough-to-handle cleaning chores as removing burnt-on deposits from kettles; cleaning nut coolers; chemically sterilizing equipment; destroying odors; combating mold growth. You'll be pleased with the results . . . find that cleaning with Oakite compounds makes it easier to meet rigid sanitation standards!

Your local Oakite Technical Service Representative will give you the low-cost, low-down on ANY cleaning problem. Call him TODAY!

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OAKITE *Specialized* **CLEANING**
MATERIALS • METHODS • SERVICE • FOR EVERY CLEANING REQUIREMENT



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Cordial Cherries; Panned Goods; 1-Cent Pieces

CODE 11A46

Chocolate Panned Peanuts 1 oz.—5c

(Purchased in a railroad depot,
Boston, Mass.)

Appearance of Package: Good. Cellulose bag, red paper clip on top, printed in white.

Color: Good.

Finish: Good.

Panning: Good.

Texture: Good.

Taste: Good.

Peanuts: Good.

Remarks: The best 5c package of panned peanuts that the Clinic has examined this year.

CODE 11B46

Sugared Peanuts—1 1/4 ozs.—10c

(Purchased in a cigar store,
Boston, Mass.)

Appearance of Package: Fair.

Color: Poor.

Finish: None.

Texture: Too soft.

Taste: Fair.

Remarks: Not a good eating sugared peanut. Highly priced at 10c.

CODE 11C46

Chocolate Fudge—1 1/4 ozs.—5c

(Purchased in a railroad depot,
Boston, Mass.)

Appearance of Bar: Very good.

Wrapper: Foil, printed in red, white and blue.

Fudge:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best fudge bar that the Clinic has examined this year.

Very neat and attractive wrapper, in fact, it is outstanding for a 5c bar wrapper.

CODE 11D46

Jordan Almonds—1lb.—89c

(Purchased in a department store,
Chicago, Ill.)

Sold in Bulk.

Colors: Good.

Finish: Good.

Panning: Good.

Jacket: Too thick.

Flavors: Could not taste any.

Almonds: Good.

Remarks: Suggest thickness of jacket be cut in half and good grade of flavors be used.

CODE 11E46

Assorted Chewing Gum—1c piece

(Sent in for Analysis No. 4492)

Appearance of Piece: Good.

Wrapper: Printed paper band, inside wrapper of foil.

Color: Good.

Texture: Good.

Chewing Qualities: Good.

Flavor: Good.

Remarks: The best 1c piece of chewing gum that the clinic has examined this year.

CODE 11F46

Pecan Praline—1 1/4 ozs.— no price stated

(Sent in for Analysis No. 4493)

Appearance of Package: Good. Printed glassine bag.

Color: Too dark.

Texture: Too dry and hard.

Flavor: Fair.

Remarks: To make good Pecan Pralines try this formula. Use Cane Sugar:

Ingredients

5 lbs. Cane Sugar	Pinch of Cream
1 pt. Water	of Tartar
3 ozs. Corn Syrup	Pinch of Salt
2 lbs. Pecans	

Method

Cook to 260°, add 1/2 oz. of good vanilla. Start grain on sides of kettle with paddle, spoon out on wax paper placed on wooden table, not a cold slab or sheet of tin. Suggest pralines be put into moisture proof cellulose bags and sealed as soon as they are cool, not cold.

CODE 11G46

Sugar Mint Cubes—1 lb.—65c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good.

Container: Round acetate container, printed in green; white metal top and bottom.

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: The best mint of this kind that the Clinic has examined this year.

A very attractive container, should be a good seller.

CODE 11H46

Lemon Drops—12 ozs.—35c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Fair.

Container: Folding box, one layer type, printed in red, white and blue. Outside wax paper wrapper. Pieces are square shaped, each wrapped in cellulose.

Color: Good.
Shape: Good.
Texture: Good.
Flavor: Good.

Remarks: The best hard candy lemon drops that the Clinic has examined this year.

Suggest a more attractive box top, also use moisture proof cellulose as wax paper becomes very dirty.

CODE 11J46

Mixture of Panned Goods and Spiced Drops—1 lb.—70c

(Purchased in a retail candy store, Brooklyn, N. Y.)

Sold in Bulk.

Contents:

Panned Licrice Bits: Good.
Panned Almonds: Good.
Panned Sugar Buttons: Fair.
Spiced Drops: Good.

Colors: Good.

Panning: Fair.

Finish on Licorice Bits: Poor.

Panning on Almonds: Good.

Panning on Sugar Buttons and Finish: Poor.

Almonds: Were soft, suggest almonds be dried out more before panning.

Remarks: Workmanship on panning needs checking up. Candies are not up to the standard of good panned candies.

CODE 11K46

Peppermint Stick—1 oz.—5c

(Purchased in a department store, Chicago, Ill.)

Appearance of Stick: Good. Wax paper wrapper, printed in red.

Stripes: Very poor.

Gloss: None.

Spinning: Good.

Texture: Good.

Flavor: Very little.

Remarks: Suggest more flavor be used or a better grade of flavor as very little flavor could be tasted.

CODE 11L46

Old Fashioned Cream Mint

—½ lb.—39c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Box: Two layer type, white printed in green, cellulose wrapper.

Appearance of Box on Opening: Good. 27 pieces of striped mints. Overall cellulose wrapper.

Color: Good.

Stripes: Good.

Texture: Very good.

Flavor: Good.

Remarks: The best mint of this kind that the Clinic has examined this year. Very well made, neatly packed and attractive box.

CODE 11M46

Jelly Beans—4 ozs.—25c

(Purchased at a soda fountain, N. Y. C.)

Appearance of Package: Good. Cellulose bag, white paper clip on top, printed in blue.

Colors: Good.

Panning: Good.

Finish: Good.

Texture: Tough.

Flavors: Very little.

Remarks: Suggest formula be checked as centers are too tough. Flavors also need checking up.

Highly priced at 4 oz. for 25c.

CODE 11N46

Licorice Drops—15 pieces—5c

(Purchased in a stationery store, N. Y. C.)

Sold in Bulk.

Color: Good.

Texture: Good.

Flavor: Good.

Finish: Good.

Remarks: The best licorice drops of its kind that the Clinic has examined this year.

CANDYMAKER SAYS "NUTS"—AND THERE THEY ARE!

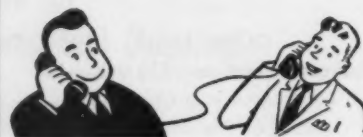
Candyman wants to tempt customers with ALMOND candy—but must be certain of assured almond supply!



Burns up three telephones trying to get the answer!



Is glad to get straight dope from salesman for California Almond Growers Exchange:



Just say "Blue Diamonds"—and you'll get your almonds quick as quick!

And it's a big crop, so ask for all you want! You'll get nothing but luscious, plump Blue Diamonds—uniformly graded to meet *your* needs!

That's why Blue Diamond Almonds help sell candy so fast!



FROM THE VALLEYS
OF CALIFORNIA

CALIFORNIA ALMOND GROWERS EXCHANGE • SACRAMENTO, CALIFORNIA

1. Plenty of Blue Diamond Almonds—meaning "plenty of the RIGHT KIND of almonds!"
2. PROMPT DELIVERY when you want them!
3. GRADED ACCURATELY as you like them!
4. Inspected for UNIFORM QUALITY before and after grading!
5. Clean as can be—and FREE FROM DUST AND BITTERS!
6. A REAL SALESMAN for almost any candy!

How to get **ALL** the fine flavor of the Mexican Vanilla Bean

**Aromanilla—the improved vanilla concentrate—
withstands the rigors of the oven and freezer—
actually ripens in the finished goods.**

In our 45 years of making fine vanilla flavoring (and nothing else!) we have found Mexican Vanilla Beans to be by far the finest source. However, these beans, like any other vanilla beans, contain a few flavoring elements which dissipate under baking and freezing temperatures.

So, in making Aromanilla, these more sensitive solids of the bean are replaced with similar but sturdier flavoring solids from vegetable sources. Thus, when you use Aromanilla, all the flavoring elements remain intact through the oven, kettle or freezer. Your finished goods will have the full

balance, the mellow richness of the Mexican Vanilla Bean.

Why not try Aromanilla now? We are so sure that it will help improve the palate-appeal of your goods that we are offering a trial supply with a money-back guarantee. Place your order by using the coupon below; and if, after using Aromanilla, it doesn't meet with your approval, return the unused portion collect and we'll gladly refund your money.



PALATE-APPEAL
the subtle insistence
of balanced flavor,
that makes a cus-
tomer eat more.

—TRIAL OFFER—

I'd like to try Aromanilla under money-back agreement as explained above. Please place my trial order for:

- ☐ 1 pint concentrate (= 2 gals. Ready to Use*) \$ 8.00
☐ 1 gal. concentrate (= 16 gals. Ready to Use*) 52.00
 * Dilute with water.

Name..... Position.....
 Company.....
 Street.....
 City..... Zone..... State.....

B-2



Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms:
 FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN
 SPRAY ALBUMEN • also EGG YOLK: FROZEN OR DRIED

Send for samples!

DOMESTIC EGG PRODUCTS, INC. (a subsidiary of DOUGHNUT CORP. OF AMERICA)

393 Seventh Avenue, New York 1, N. Y.

Plants at: WITCHITA FALLS
 Texas

CHICKASHA
 Oklahoma

McKENZIE
 Tennessee

NASHVILLE
 Tennessee

CODE 11146
Assorted Panned Creams
—4 ozs.—10c

(Purchased in a department store,
 San Francisco, Calif.)
Appearance of Package: Good. Cellu-
 lose printed bag, paper printed clip
 on top.
Colors: Too deep.
Panning: Good.
Finish: Good.
Flavors: Fair.

Remarks: Highly priced at 10c. Sug-
 gest a better grade of flavors be
 used.

CODE 11046
Corn—4¼ ozs.—25c

(Purchased in a retail candy store,
 Brooklyn, N. Y.)
Appearance of Package: Good. Cellu-
 lose bag, white paper clip on top,
 printed in red.

Colors: Good.
Texture: Good.
Flavor: Good.
Moulding: Good.
Remarks: The best corn that the
 Clinic has examined this year but
 highly priced at 25c for 4¼ ozs.

CODE 11Q46

Licorice Drops—½ oz.—1c

(Purchased in a grocery store,
 Chicago, Ill.)

Appearance of Package: Good for a
 1c seller.
Box: Folding, printed in red.
Colors: Good.
Panning: Fair.
Texture: Good.
Taste: Good.
Remarks: The best 1c package of this
 kind that the Clinic has examined
 this year.

CODE 11V46

Pecan Piece—15c each

(Sent in for Analysis No. 4497)

Appearance of Piece: Good.
Colors: Good.
Pecans: Good.
Texture: Good.
Center: Good.
Taste: Fair.
Remarks: Piece is well made but cen-
 ter and caramel coating lack a good
 flavor.

Constructively Aggressive

A sugar brokerage service
 that proved its helpfulness to
 its customers in War Time
 can help you in Peace Time.

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Sugar Economists and Brokers

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**AND OUR "KNOW-HOW"
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 and use today substantiates our every claim—Yes, we know
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Now that War-time restrictions have
 been removed, our Service Staff—the
 same staff of nationally known produc-
 tion men—are going back into action
 to help you in your post-war plans.

CODE 11Z46**Cashew Bar—10c each**

(Sent in for Analysis No. 4501)

Appearance of Bar: Good. Cellulose wrapper.**Color:** Good.**Roast on Nuts:** Good.**Texture:** Poor.**Taste:** Fair.**Remarks:** Candy is not cooked enough, soft and sticky, should be brittle.

Suggest some salt be added to improve flavor.

CODE 11Y46**Fruit Bar—10c each**

(Sent in for Analysis No. 4500)

Appearance of Piece: Fair. Cellulose wrapper.**Color:** Too dark.**Texture:** Good.**Taste:** Fair.**Remarks:** Suggest some of the dark fruits be left out as bar is almost black.**CODE 11W46****Chocolate and Vanilla Fudge**

—1 lb.—80c

(Sent in for Analysis No. 4498)

Appearance of Piece: Fair—cellulose wrapper.**Colors:** Good.**Texture:** Good.**Chocolate:** Lacked a good chocolate

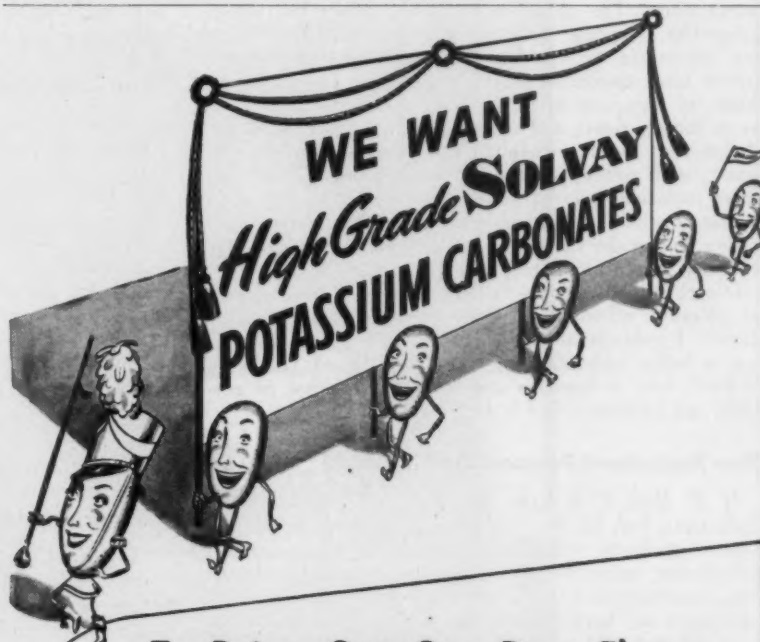
flavor. Vanilla lacked a good vanilla flavor.

Remarks: We have examined better fudge at 70c the pound.**CODE 11S46****Buttercrunch—1 lb.—\$1.20**

(Sent in for Analysis No. 4494)

Sold in Bulk—Pieces wrapped in cellophane.**Color:** See Remarks.**Texture:** See Remarks.**Remarks:** Not a good eating buttercrunch. Piece is more like a sodo brittle than crunch, had a strong scorched taste. We have examined far better crunch at 80c the pound.**CODE 11U46****Pecan Roll—1 lb.—\$1.20**

(Sent in for Analysis No. 4496)

Appearance of Piece: Good, plain cellulose wrapper.**Color:** Good.**Texture:** Good.**Pecans:** Good.**Center:****Color:** Good.**Texture:** Good.**Taste:** Lacked flavor.**Remarks:** We have examined pecan roll at \$1.00 lb. that was better than this sample.**To Bring Out Our Best Flavor**

Manufacturers of "Dutch Process" Chocolate and Cocoa know the importance of pure, high grade potassium carbonates in transforming chocolate beans to one of America's favorite foods and beverages.

SOLVAY Potassium Carbonates are the choice of most leading manufacturers. They insure the *quality* and *purity* of fine chocolates and cocoas.

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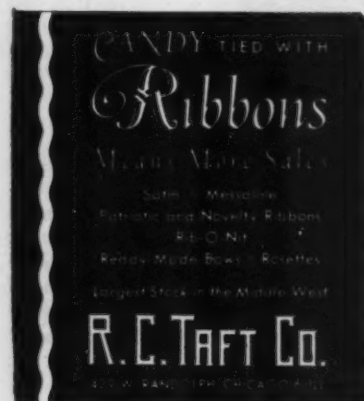
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TECHNICAL LITERATURE DIGEST

Theory of Molecular Interactions in Foods; Possible Applications in Food Technology

Dr. Harold P. Lundgren. Paper presented before the Institute of Food Technologists.—Physical forces such as heat, desiccation, mechanical pressure, and surface forces acting on foods may change their digestibility, storage, and shelf life, appearance, and texture. This discussion was concerned with the structural changes in proteins that result from the action of such forces. The unique behavior of proteins is dependent on the long chain molecules of which they are composed and on the presence in these long chains of charged centers capable of chemical interactions. The chains are flexible, hence the elastic properties of sponge cake, meat, and bread. The chains can interact in various forms; they may be pleated and folded into corpuscles as in the proteins of native egg white, or they may be in the form of extensive networks as in muscle tissue and wheat gluten. Furthermore, the chains may interact through the charged groups with water, with carbohydrates, lipids, and with a host of other molecules present in foods. Physical forces which operate on foods will change the extent of mutual interaction among the various constituents, however small the quantity present, and these changes, in turn, may lead to subtle chemical reactions in which there is development of off-odor, off-color, changed solubility, and changed flavor. Fundamental studies along these lines are leading to better understanding of "All the Food That's Fit to Eat", why it becomes unfit to eat, and what, if possible, can be done about it.

New Agricultural Products Used in Candy

H. H. Hall, F. J. Fahs, and L. H. Charbonnet, *Food Industries*, Vol. 18, No. 7 (1946).—"Oil seed, cereal, and legume products, which are sources of protein, fat, carbohydrates, minerals, and vitamins, were incorporated into experimental nougat, caramel, fudge, creams, coconut pieces and hard candies. It was found that from four to seven per cent of pulverized products derived from wheat, cottonseed, soybeans, and peanuts could be incorporated into nougat, caramel and fudge without greatly changing the usual characteristics of these candies. Most of the experimental ingredients possessed flavors, which limited the amounts that could be incorporated into particular types of candy.

"Varying amounts of the vitamins, thiamin, riboflavin, and niacin were added to candies by the special ingredients. Assays made on stored candies showed that thiamin and riboflavin were well retained for 180 days or longer at 74 to 80° F. and 55 per cent relative humidity."

Pungent Compounds Used in Flavoring

Morris B. Jacobs, Ph.D. *The American Perfumer*, Vol. 48, No. 7 (1946).—Study of compounds having marked pungent properties. Included are: piperene, chavicine, capsaicin, gingerol, shogaol, and synthetic homologues of these compounds. Author also supplies note: "Since confectionery products and bakery products remain in contact with the taste buds, the tongue, and the other sensory parts of the mouth for longer periods of time than beverages do, it is preferable that flavors that are to be used for confectionery products and bakery products be more nearly 'true fruit' or 'natural' than is

the case with flavors used for beverage purposes. This is a consequence of the transitory contact that beverages have with the organs that determine their flavor."

Aromatic Chemicals for Flavoring Extracts

David E. Lakritz, *The American Perfumer*, Vol. 48, No. 7 (1946).—Study of extensive chemical research in aromatic chemicals which has brought about many changes and new approaches in development of flavors. Author points out that, "while these aromatic chemicals are very valuable, they are of value only in experienced hands, in the hands of those who have spent a large part of their lifetime constantly developing and improving flavoring extracts."

Peanut and Its Products

Editors, *Food Manufacture*, Vol. 21, No. 7 (1946).—Studies indicate critical denaturing temperatures for peanut protein are above 118° C. (dry heat) and above 80° at 100 per cent relative humidity. Since there appears to be little need for excessively high temperatures and moisture contents to rupture the oil cells of the peanut, it would seem advisable to employ in the mill the lowest moisture content and lowest temperature compatible with adequate oil removal. In this manner the meal protein can be preserved in a substantially undenatured state and thus be available for wider industrial utilization.

About 75 per cent of the American crop this year will go directly to peanut eaters as nuts or contained in confections, the study shows. The other 25 per cent will go for food and oil extraction.

Sugar Deterioration

L. S. Birkett, *The International Sugar Journal* Vol. 47, No. 563 (1945).—Study of cause of sugar deterioration and remedies. Suggestions: (1) Avoid undue contamination of sugar by micro-organisms; (2) produce or use a sugar of low-moisture content; (3) store sugar under conditions which preclude absorption of moisture and at as low a temperature as is practicable. Value of heated warehouses, dehumidifying equipment, and chemical absorbents is also discussed. Rate of deterioration found to increase as time elapses.

Vanilla Extract Flavor

Morris B. Jacobs, *The American Perfumer*, Vol. 48, No. 2 (1946).—Maceration and percolation processing methods discussed. Alcohol content, use of glycerol and syrup in preparation of extract, and aging are also studied. "Six months' storage is considered optimum for extra quality vanilla and three months' for ordinary quality." Bibliography.

Heat Coagulation of Milk

Wilford C. Cole and N. P. Tarassuk, *Journal of Dairy Science*, Vol. 29, No. 7 (1946).—Method of determining coagulation times at various temperatures is described and results obtained over the approximate temperature range of 110° to 160° C. are reported for both cow's and goat's milk.

Be Sure To Get Your **FREE** Copy



The 1947 BLUE BOOK is the industry's only complete, authentic, accurate, up-to-date supply field directory of products, firms and trade names. It would have been simple to have reprinted our 1941 issue of this directory with only a small amount of checking but The MANUFACTURING CONFECTIONER has a discriminating audience of candy manufacturers and advertisers who look to the "M. C." for complete, and authentic information. Over two thousand blanks containing every conceivable listing were mailed to firms supplying this industry, giving every supply firm an opportunity to carefully check their product listings.

Many months have been devoted to making this BLUE BOOK accurate because of the many changes of manufacturer's products during the war years since the last directory was published. Urgent requests for the BLUE BOOK are coming from such countries as Palestine, England, Sweden, Malta, South Africa, etc. This foreign market is small in numbers but consists of a select audience of the world's largest and best chocolate and confectionery manufacturers. Get your order in early and be assured of getting a copy of this first post-war issue of the BLUE BOOK. It's complete! It's accurate! It's original! It is published for YOU!!!

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Manual for Water Plant Operators

A. A. Hirsch. 386 pages. Bibliography. Price \$6.50. This thorough text covers all phases of water purification processes. A special effort is made to include latest developments in water technology. An accurate and comprehensive picture of correct operating practice is given in clear and simple style. A chapter is devoted to operation during various emergencies with the purpose that it will furnish a basis on which the operator can carefully prepare for his own course of action in advance of actual trouble. Illustrations, tables, and references contribute further to the usefulness of this volume. Manufacturing confectioners and food processors will find the chapter on "Taste and Odor Removal" of especial value.

Modern Packaging Encyclopedia

Complete coverage of the packaging field. 1036 pages. Price \$5. The first peacetime edition of the Modern Packaging Encyclopedia, formerly known as Packaging Catalog, is the largest, most comprehensible treatise on packaging ever presented. It is aimed specifically at today's competitive markets and is profusely illustrated. It is the "bible" of the packaging industry. Completely indexed, it is compiled by leading members of the packaging field. Its 15 informative chapters deal with everything pertaining to packaging including: cartons, boxes, bags, envelopes, and packets. One chapter is devoted to

the newer trends in the labeling field. The chapter on "Plastics in Packaging" has been completely rewritten to keep pace with rapid-fire developments in this field. A chapter on machinery is completely new, written from the user's viewpoint making it virtually a production man's manual. Also included are the easy to use buyers' directory, the directory of trade names, alphabetical list of manufacturers and their addresses and advertising index. Advertisements are broken down in sections relating to editorial sections to make them as easy to find as possible. It is of inestimable value to every person in industry.

How to Buy and Merchandise Profitably

Irving Goldenthal. 241 pages. Illustrated. Price \$6. A clearly written, interesting book covering the complete merchandise picture. This book deserves recognition for the unusual manner of its presentation. It is not a cut and dried text book, but rather an exciting panorama of business today. In addition it is a highly informative edition on the market today for the veteran who wishes to start his own business. Actual situations are described, and solutions given in clear, concise manner. Excellent commentary, some business principles, including a chapter on legal technicalities, make it a must for every businessman today.

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Written by a group of leading men in the chemical field. 360 pages. Appendix. Price \$6.50. An unusually complete symposium on theoretical and applied aspects of emulsion. All current conceptions on the theory of emulsion are clearly discussed. A special feature is the comprehensive list of emulsifying agents separated into several categories. Also included are complete authorita-

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PECTIN occurs naturally in all fruits

Natural Pectin varies in quantity and quality, depending on the variety and degree of ripeness of the fruit. Pectin is the only active fruit jellying ingredient and controls the set of all jellies and the consistency of preserves, jams and marmalade.

When a fruit or juice is deficient in natural pectin, just enough NUTRL-JEL can be added to obtain the proper set or consistency. Confectioners control the set of jellied candies with CONFECTO-JEL.

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Powdered Pectin for making jams, jellies, preserves

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We have just published a new 104 page book on the use of NUTRL-JEL and CONFECTO-JEL—chock full of valuable information and handy tables for preservers, confectioners, bakers and other users of Pectin. Write for your FREE copy today on company letterhead.



PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

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tive data on methods of formulation of many practical, commercial emulsions for drugs, cosmetics, etc. It is helpful to the beginner as well as the specialist.

Principles and Procedures of Public Relations

Theodore R. Sills and Philip Lesly. *Bibliography*. 321 pages. Price \$4. Public opinion is the greatest force at work in the world today. It is important that every business, every organization, every public figure be presented in the most favorable light possible. This book is a wisely written treatise explaining exactly what public relations is, how a public relations counselor operates, what tools he uses, and how he goes about achieving the desired atmosphere for his client. It is a thoroughly practical book, interestingly presented, containing many workable suggestions the executive can use and apply to his own public relations program.

The Candy Industry

Calvin K. Kazanjian. *Monograph*. 36 pages. *Bibliography*. Price \$1. This monograph is one of a series of 75 booklets used in connection with guidance activities wherever general counseling work is conducted and for individual reference purposes in the choice of a career. It was prepared by qualified authorities and is carefully designed to supply factual information on the following qualifications under normal conditions: (1) Personal qualifications required for engaging in the work. (2) Scholastic training needed. (3) Complete analysis of employment opportunities. (4) Remunerations received. (5) Chances for advancement. (6) Frank statement of advantages and disadvantages. (7) Possibilities for both men and women in the vocation or profession. Of special interest and value is the Analytical Index of

Occupations on page seven of the monograph. For those interested in entering the candy industry, it is a fine explicit medium of information. For choosing the proper position in the field, it is indispensable.

Container Evaluation Permits Savings

A sugar buyer's view of his container preference from time to time can result in substantial savings, say B. W. Dyer & Co., New York, sugar economists and brokers.

Of course preference of sugar packed in a barrel, paper, cotton, or burlap bag depends upon such factors as the price differential, or a buyer's wish to favor a seller.

Unfortunately a buyer's container preference cannot always be met now. Sellers do not always have a complete assortment of bags because the maximum price differentials currently do not reflect actual costs of about 20 cents to 24 cents for new cotton bags and about 8 cents to 10 cents for new paper bags. Therefore, primary distributors, if properly equipped, now generally prefer packing sugar in paper bags.

Approximate salvage value of a used 100-pound cotton sugar bag in most territories is now about 10 cents, however, the firm says. Salvage value of a used paper bag generally is now about 1 cent—with a 4 cent per 100 pounds differential under the basis price in Eastern territories. Thus the net money value to buyers of paper bags is about 5 cents compared to a 10-cent value of cotton bags.

Consequently, a buyer with no strong reason for preference, should carefully evaluate packings rather than continue to specify a package once preferred and therefore automatically preferred now.

Safe Practices in Sugar Handling Recommended by Safety Engineer

ALTHOUGH sugar can be called the confectionery industry's "lifeblood," it can be a constant menace to life and property and the cause of many accidents if handled improperly, says R. P. Alden, safety engineer, American Chicle Co., Long Island City, N. Y., and vice-chairman of the National Safety Council's confections division. It is important that every supervisor, as well as the safety engineer, make it a practice to check periodically on the actual compliance with accepted safe practices for handling sugar, Mr. Alden recommends. He suggests the following be considered most essential safe practices:

1.—Sugar is usually received in 100 lb. bags. Two men should be employed at all times when the bags are to be carried or lifted. Proper equipment should be used to transport it to storage, such as hand or platform trucks, skids and lift trucks. The bags, when stacked, should be carefully interlocked and not tiered above the rated weight capacity of the truck or floor.

2.—If a large amount of sugar is to be stored, it is good practice to distribute it over more than one storage area to minimize the fire hazard. It should preferably be stored in a dry, well-ventilated area free from sugar dust. The area should be equipped with a sprinkler system or other adequate means of fire protection.

Sugar Dust Explosive

3.—It is an established fact that sugar in the form of dust can become explosive and, therefore, a constant threat to life and property if not properly isolated. The United States Department of Labor, in its Bulletin No. 562, "Safety Codes for the Prevention of Dust Explosions," states in the introduction of the chapter "Safety

Code for Pulverizing Systems for Sugar and Cocoa":

"It is essential that there shall be no escape of dust into the atmosphere of the room, a condition favorable to a dust explosion and to the rapid propagation of fire."

4.—In view of the above, it is of basic importance that all equipment be so designed as to prevent ignition of sugar dust. It is of equal importance to design and lay out the building and equipment to confine fire and direct the force of any possible explosion to where it will do the least amount of damage. (With regard to the explosibility of sugar dust, it is not possible to state the maximum safe allowable concentration of the dust in a given space, since the concentration is contingent upon factors which are of a highly variable nature; i.e., atmospheric conditions and the fineness of the dust).

5.—To minimize effectively the fire and explosion hazards, the pulverizing process should be done in a separate detached building used for no other purpose. It should be constructed of non-combustible materials. If this cannot be done because of plant layout, the pulverizing should be isolated from the rest of the plant and located, if possible, at the top of the building. It should be constructed according to American Standards Association Codes. (Also refer to Safe Practices Pamphlet No. 104, "Dust Explosions.")

6.—All ducts, pipes, and openings in walls or partitions through which sugar is carried should be constructed of metal and be dust tight. All electric motors, switches, lights, and equipment should be of the explosion-proof type. All metal and electrical equipment should be grounded, and all sugar delivered to the pulverizers should pass over self-cleaning magnetic separators.



Better Than Butter

Manufacturers of caramels, creamed fondants, candy bars, brittles find Schimmel's Imitation Butter Aromas provide true butter flavor without real butter disadvantages.

It will pay you to find out more about these quality products.



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FAMOUS FOR FLAVORS AND BASIC FLAVORING MATERIALS

CONFECTIONER'S BRIEFS

• **Sierra Candy Co.**, San Francisco, is launching a large fall advertising campaign, announces Theodore A. White, president. Presentation of the new fall campaign is based on actual field research surveys, states Mr. White. The advertising and merchandising plans have been pointed toward the actual needs of the dealer-outlets.



JUDSON HORRELL, is the new advertising manager of Queen Anne Candy Company. Mr. Horrell is formerly of Evans Associates, a Chicago advertising agency. Queen Anne is launching its first national advertising campaign and also continuing local advertising in selected markets.

• **William C. Copp**, eastern manager of THE MANUFACTURING CONFECTIONER, was recently named vice-president of The Dotted Line Club of New York.

• **Bert Rubin**, president of Sweets Company of America, has donated Tootsie Rolls for an overseas Christmas party to be held by the Foster Parents Plan. Mr. Rubin, on behalf of Tootsie Rolls, has adopted five children under the plan.



WILLIAM D. GRAHAM, a well known chemist, has been selected to head the research department of Fanny Farmer. Mr. Graham will also supervise analytical and control work at Fanny Farmer. He is member of the American Chemical Society.

• **The Schoolhouse Candy Co.**, Providence is planning construction of a new, one-story building to handle production and warehousing.

• **Confectionery production in 1947** should attain a volume of 3.2 billion pounds, a study by "Dun's Review" reports. "Taking into account per capita consumption and population trends, it does not seem likely that confectionery volume will exceed 3.6 billion pounds by 1950," the study adds. Because of shortages, 1946 production of 2.7 billion pounds "seems reasonable." Resumption of normal purchase of cars, household appliances and clothing

Ambrosia - Food of the Gods



This mighty statue is that of Baal, great god of Assyria. Many were the sacrifices of rare foods before his altar, centuries old.

The young people who live in our great country enjoy today a confection far more delicious than any laid as the sacrifice before this ancient Assyrian god. For them, rich, smooth Ambrosia Chocolate Coatings enhance the goodness of the magnificent fillings developed by the confectioners of America for their rapturous enjoyment.

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MEXICAN VANILLA BEAN BASE

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**VANILLA
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SEASONINGS

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BUTEX prevents rancidity resulting from fat content . . . adds shelf life to your products.
Save cold storage space. BUTEX comes in convenient powder form . . . needs no refrigeration.
BUTEX is adaptable to all recipes . . . imparts a "butter-like" taste to your candies that you'll be proud of.

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Los Angeles 41, Calif

will leave less money for sweets, it is also pointed out, as family budgets will be burdened with installment payments. Expectation that war habits of candy eating will be retained must also be modified, the study emphasizes. Less active civilian life for those released from service and less pressure for peacetime factory workers are given as reasons. Government purchases of candy cannot be used as an accurate guide for normal consumption, the study also asserts, because candy consumption in military services was encouraged by much free candy and because "a considerable quantity of candy credited to the armed forces was lost in transit or otherwise destroyed."

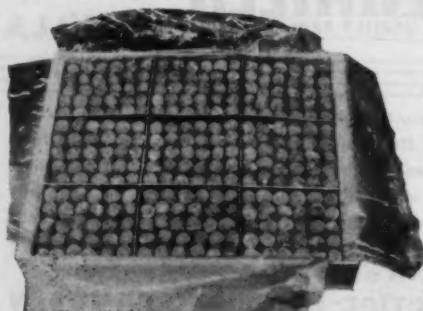


FANNY FARMER, says president John D. Hayes, is securing the services of Tom Jay Gorham, of the University of Rochester, as director of personnel and industrial relations.

• Arthur H. Ingalls, Nairobi, British East Africa, was a recent visitor to the offices of THE MANUFACTURING CONFECTIONER. Mr. Ingalls has spent several years at Nairobi as a consulting chemical engineer. He reports that candy has a ready market in Africa, and that if production difficulties can be remedied, it may become an excellent industry there.

• Western Confectionery Salesmen's Ass'n announces the following new members: L. O. Hardman, Pittsburgh, Penny King Co.; R. M. Maxwell, Indianapolis, DeGiorgio-Allegretto Co.; Frank A. Murphy, Seattle, broker; Walter Rothenberg, Portland, Parkway Confections, Inc.; G. R. Stevenson, Seattle, broker; Bill Suchart, Kansas City, broker; S. E. Wager, Los Angeles, broker.

• Non-veterans established before July 16, and veterans established before September 6, 1946 can now obtain candy import licenses from the Department of Agriculture. The company and its of-



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Try our ready-to-dip fruit centers.

These machine-made ball centers are a blend of selected, honey-dipped mixed fruits that come to you lightly starched and ready to dip.

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ficers must be engaged exclusively in import and distribution of food and not connected, in any way, with firms holding licenses for confectionery import.

• **Hard sugar candy from Cuba** may boost U. S. supply for the coming Christmas season says the Dept. of Commerce. Only 11,440,000 pounds of candy were imported from Cuba during the first half of 1946, but all indications point to a heavy shipment increase during the fall and early winter months.



Trudeau Candies, Inc., of St. Paul, Minnesota is now packaging its unique confection in sparkling new packages designed by Harold W. Darr Associates.

• **Austria**, a pre-war leader in chocolate production, is now reduced to producing an inferior product called "Nahrblock", made from cocoa-butter and soya-beans with the addition of a minute quantity of cocoa. Equal to Germany in 1938 in the export field, such Austrian firms as Vikto Schmidt & Son, Kuefferle and Bensdorf are now nearly extinct. The skilled staffs of these firms are still available but, unless production is restored very shortly, they too, will become dispersed.

• **Cynthia Sweets Co.**, Boston, is presenting a new radio series over the Yankee Network. It will be known as "Sunday with Bill" featuring Yankee "disc-jockey", Bill Hahn. It will promote Cynthia Sweets candy in six major New England markets.


• **Gum Products, Inc.**, East Boston, Mass., are running a national campaign on Cough-lets, a chewing gum cough drop, B-Wise breath refresher; and Harvard chocolates.

• **Gum Laboratories** has renewed its contracts for the radio show, Singing Sweethearts.

• **Bar Candy manufacturers** are stressing brand name acceptance in advertising and promotion, a recent Printers' Ink survey shows. Included are: Queen Anne Candy Co., Hammond, Ind.; Paul F. Beich, Bloomington, Ill.; Luden's, Inc., Reading, Pa.; Brock Candy Co., Chattanooga; E. J. Brach & Sons, Mars, Inc.; Curtiss Candy Co., and William-son Candy Co., all of Chicago.

for November, 1946

An imitation Coconut Con-
centrate for coconut kisses?



A Raspberry True Fruit
Extract for jelly centers?



A Grape Imitation
Oil for hard candy?



An Imitation Maple
Flavor for cream centers?



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New booklet of P & S products—
contains many helpful hints on how
you can get the most from your
flavors and extracts!
If you want special advice to help
you solve your flavor problems,
P & S Research Laboratories will
develop a flavor to meet your own
specific requirements for taste and
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BERNESE FONDANT CHOCOLATE COATING

An exclusive blend of superior grade beans. Finely milled and processed for utmost smoothness. A rich chocolate flavor with a delightful after-taste.



**WILBUR'S
CHOCOLATE PRODUCTS**

WILBUR-SUCHARD CHOCOLATE CO., INC.

LITITZ, PENNSYLVANIA

SUCCESSOR TO H. O. WILBUR & SONS, INC.

• The Sweets Company of America, Inc., Hoboken, reports the death of Joe White, following a short illness. He represented Tootsie Roll in the Philadelphia, Baltimore, and Washington, D. C. area for the past 20 years.

• Riddell Company's general manager, Arch C. Riddell, is on an extended trip throughout the East.

• Council on Candy director, S. H. Cady, Jr., spoke before the Zion, Ill., Chamber of Commerce. Mr. Cady spoke on the value of candy as a supplementary energy food. The program was arranged by Zion Candy Industry.

• Nestle's Chocolate Bars are to be wrapped in the familiar pre-war style, using foil under the paper cover. The 5-cent bar will be converted at once, the economy size bar by the end of the year.

• Silas R. Lewis, 84, former manager of the wholesale department of the Busy Bee Candy Co., died recently at his home.

• Specialized Buying Service, Inc., a new resident buying service catering to variety and junior department stores, is now operating in its new office at 101 Fifth Avenue, New York, announces George L. Ayers, president of the firm. Mr. Ayers will also act as buyer for candies.

• Queen Anne Candy Co., Hammond, Ind., announces appointment of H. L. Baker, former Southern district manager, to assistant sales manager in charge of field operations.



1. A flavor identical with that of butter in taste, aroma and sales appeal. The cow is the source of both butter and EXTRIN.
2. A flavor that won't cook out or bake out. EXTRIN never does.
3. A product made from natural, wholesome ingredients — not a chemical, not a synthetic. EXTRIN is made from sweet cream, sweet cream buttermilk, egg yolk, lecithin and salt.
4. An economical flavoring. A 40-lb. tub of EXTRIN imparts as much true butter flavor as 6,400 lbs. of pure creamery butter. In flavoring cost, this is less than half the price of butter, no more than that of ordinary butter flavorings.
5. Dependable uniformity. EXTRIN'S strength and quality are always the same.
6. An easy-to-use flavor. EXTRIN requires no change in your formula or in your operations.
7. A product that will keep well. EXTRIN is guaranteed to stay fresh for at least 6 months.
8. A product on which you take no chances. EXTRIN is sold on a basis of satisfaction-or-money-back.

If you are not using a product that does as much for you as EXTRIN-AA can do, you owe it to yourself to try for something better. So order an 8-lb. trial tub at our risk. Cost is \$18.90 f.o.b. New York. Your money will be refunded if you are not entirely satisfied.

EXTRIN FOODS, INC. 70 BARCLAY ST., NEW YORK 7, N.Y.

EXTRIN FOODS OF CALIFORNIA, INC.

5225 WILSHIRE BLVD., LOS ANGELES

**IF YOU'RE NOT GETTING
ALL THESE ADVANTAGES**

it's time you discovered

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EXTRIN-AA

THE NATURAL BUTTER REPLACEMENT

81.5% of those
who tried EXTRIN
bought it
AGAIN
and
AGAIN
and
AGAIN



SUPPLY FIELD NEWS

• **Monsanto Chemical Company** is appointing H. K. Nason to associate director of the Central Research Department, says director Dr. C. A. Hochwalt.

• **B. W. Dyer & Co.**, New York, foresees a continuation of inability to obtain sugar for ration evidence until Cuban or Puerto Rican sugars arrive in volume during March, 1947.



C. LLOYD FISHBECK, is again associated with P. R. Dreyer, Inc., on the sales force. Mr. Fishbeck returns to the company after 18 months' service in the army. He served overseas in the Artillery with the 88th Division in the famous Trieste area in Italy.

• **American Viscose Corp.**'s acquisition of assets and business of Sylvania Industrial Corp. became effective recently, a joint announcement by Wil-

PECANS

We specialize in the various sizes of Pecan pieces needed by the confectionery manufacturers.

Our sixteen years in the Pecan business backs our assurance that our customers must be pleased.

Your Inquiry is Solicited

CARTER PECAN CO.

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Give Your Machine Made Chocolates That Hand Dipped Look With —

HI - GLOSS

COOLING TUNNEL BELTING

The completely new non-cracking plastic belting the Candy Industry has long been awaiting. Will put that "shiny" bottom on your machine made chocolates.

HI-GLOSS can also be furnished for your automatic plaque machine. Comes complete—ready for installation.

HI-GLOSS is also furnished in sheets for hand dipping. Can be used indefinitely without replacing. Send for a trial order.

Included in the Complete Line of Voss Specialties for the Candy Industry Are:

Endless Feed & Cooling Slab Belts
Batch Roller Belts (no seam—tubular woven)
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BELTS**

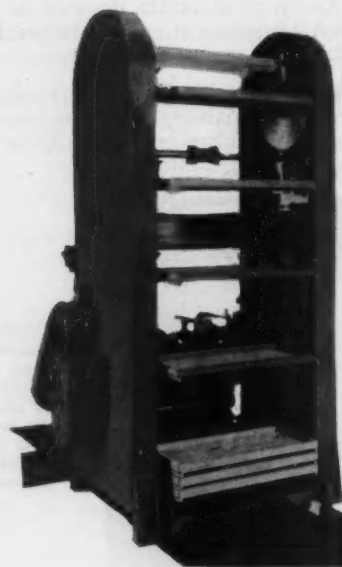
FOR EVERY PURPOSE IN THE CANDY PLANT.

It's Labor Saved— Dollars Earned

with CURRIE'S AUTOMATIC TRAY STACKER

There's no longer any need to devote valuable man hours to the stacking operations—once a Currie is installed it completely eliminates manual stacking at the depositor. It's versatile and adaptable—it's designed to handle the sizes of trays most commonly used—it can be synchronized to any mogul speed—takes trays from the depositor at any desired pace. Handles metal or wood trays—or both in combination!

Currie's Automatic Tray Stacker is engineered for high speed stacking — mechanically handles trays faster than ever before.



CURRIE MANUFACTURING COMPANY
1837-39 GRAND AVENUE CHICAGO 22, ILLINOIS

liam C. Appleton, president, and Dr. Frank H. Reichel, chairman of the board, reveals. Sylvania will now be known as Sylvania Division of American Viscose Corp. The transaction involved transfer by Sylvania to Viscose of all its property, assets, business, and good will, subject to liabilities, in exchange for 327,411 shares of common stock of Viscose, equivalent to three-fourths of a share of Viscose for each share of Sylvania after declaration by Sylvania of a five per cent stock dividend.

FULLER D. BAIRD, was recently promoted to the position of General Sales Manager, Strong Cobb Div., Standard Brands Inc., N. Y. Mr. Baird was formerly the Sales Service Manager of the Agricultural Department. He will devote his efforts to products sold to the food, agricultural, textile, and pharmaceutical industries throughout the entire country.



• Increase in converters' ceiling prices for the process of lining paperboard has been approved, says OPA, effective September 16. Increases may be made, per 100 sheets measuring 25" x 40", at the rate of 40 cents where the converter supplies

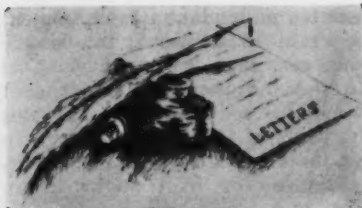
the lining, and 25 cents if the customer supplies the lining. The new ceiling prices, per 100 sheets, where the converter supplies the lining will be \$1.40 for news lining paper and \$1.90 for book lining paper. Price may be increased 40 cents per 100 sheets when other paper lining is supplied by the converter. Specialty paper linings supplied by the customer carries a maximum increase allowable of 25 cents.

• **Shellmar Products Corp.** announces appointment of Ben Verson as general manager. He was made treasurer in 1945.

• **Wilbur-Suchard Chocolate Co.**, through its directors, is voting a common stock dividend of 100 per cent.

• Blended maple and country cane syrup producers have been provided with the same automatic adjustment procedure given producers of blended corn syrup, reports OPA. Blenders of these syrups may now increase their prices to reflect increases previously made in the prices of the pure syrups used in the blends. Producers are required to file form OPA-6035-2877 with the Sugar Price Section of national OPA within 10 days after increasing their prices.

• **Chase Candy Company**, St. Joseph, Mo., announces purchase of the National Candy Company division of Clinton Industries, Inc. The purchase price is said to be in excess of 5 million dollars. The sale, including two plants in Chicago and one in St. Louis, was to be subject to a later stockholder approval meeting.



Hard Candy Recipes Wanted

We have a client in Brazil who would like to have some suggested recipes for hard candy drops or squares as well as other types of hard candy. Thank you for any information which you can give him.

—New York

REPLY:

Hard Candy Drops or Squares:

7 pounds sugar
3 pounds corn syrup
1 quart water

Cook to 300° or 310° F., then pour on slab, fold in the edges of the batch, flavor and color to suit, then with workup bar or gloved hands, knead batch good until color and flavor are well mixed. In front of your table furnace, do any stripping necessary on the batch, then spin out in strips and cut on a buttercup center or a caramel cutter. The finished pieces should be about 1/2 inch square and pillow shaped.

This formula is given for all drops or squares, as they are all made the same, the difference simply being in their color and flavor.

For lime, lemon, and orange drops, use essential oils for flavoring, adding 1/2 ounce of tartaric or citric acid in each.

Peppermint, cinnamon, clove, anise, sassafras, spearmint, and wintergreen are made just as directed above, using essential oils for flavoring, and coloring as instructed by the following chart, or as you wish. For stripping, take about two pounds off the batch and color this for the stripe.

Chart of Colors or Stripes for Drops or Squares:

Lemon: Yellow body.
Peppermint: White body, red stripe.
Cinnamon: Red body, white stripe.
Molasses Peppermint: Golden body, brown stripe.
Vanilla: White body.
Anise: Red body.
Lime: Green body.
Orange: Orange body.
Horehound: Natural color body.
Clove: Clear body, red stripe.
Sassafras: Yellow body, red stripe.
Coffee: Natural body.
Spearmint: Green body, white stripe.
Wintergreen: White body, green stripe.

Ginger: Natural body.

Chocolate body: Natural body.

Coffee Squares:

8 pounds sugar
2 pounds corn syrup
1 pint cream
1 quart water

Cook to 300° F.; remove from fire; color with burnt sugar color; flavor with extract of coffee, then pour on the slab. Use gloves to knead well, then turn out and cut as with all other drops.

Venetian Rose Pillows:

6 pounds sugar
1 pound corn syrup
1 quart water

Cook to 290° F., then pour on

slab. When cold, fold it up, cut off one-third of batch and color this a deep red. Now, to the remainder of the batch, add 1 ounce of tartaric acid, a few drops of oil of lemon and flavor highly with rose. With gloves, knead it well, then pull on hook until nice and white. Now in front of your table furnace, wrap the red around the white batch, then pull out as with all other drops.

Sugar Handling Article

You certainly did a swell job with the story "Speed Up Sugar Handling." You also "scooped" the business paper field.

—Colorado

NEW, MODERN, PROVED



CARAMELS, KISSES, TAFFY, FUDGE, Etc.



Order Kandex "Special" for marshmallows, nougats, hard candy and chewing gum.

• Kandex is the proved way to finer confections. Kandex keeps your candies as you MAKE them—FRESH for weeks or months LONGER! . . . Kandex improves Body and Texture; Reduces Stickiness; Retards Staleness; Increases Yield. Kandex pays for itself—and lowers manufacturing costs. Kandex has been PROVED by leading candy makers and THOUSANDS of laboratory tests. Makes every good Confection a BETTER Confection. Each Pound of Kandex yields TWO pounds of Finished Goods.

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• For products in which oils and fats are *not* used ask for Kandex "Special" . . . PROMPT Deliveries. See your broker or mail special offer coupon NOW!



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Quality Stabilizers and
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Ship us . . . 100-pound bags of Kandex
at special volume price of 15c per lb.

Ship us . . . 85-pound bags of Kandex
"Special" at volume price of 14c per lb.

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City and State

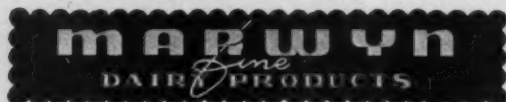
Signed

Better candies can be
made with **MARWYN**
fine DAIRY PRODUCTS

Roller Process Powdered Whole Milk
CONTROLLED
for FINE QUALITY

● You don't have to use more sugar to increase the poundage yield of the batch when you use larger quantities of roller process powdered milk in a given formula.

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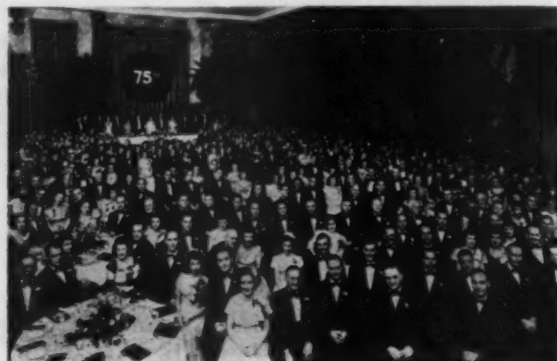
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- 2—Fackage Machinery Co. Wrapping Machines.
- 2—Model K Bubble Gum Wrapping Machines.
- 1—40 gallon Steam Jacketed Cooking Kettle.
- 600—Wooden Trays, 23 Fibre Barrels.
- 3—Steel Racks with Steel Trays. 3 Wooden Tubs.

Box DA-11461, The Manufacturing Confectioner
400 W. Madison St. Chicago, 6, Illinois

● The Sugar Research's pilot plant for experimentation in the production of levulose, the simple sugar of high sweetness, says, through Dr. Carl W. Borgmann of the Engineering Experiment Station at the University of Colorado, that this substance is now available for the first time in sufficient quantities for experimental work. Levulose, also termed fructose or fruit sugar, is an important natural sugar possessing many potential uses in the food industries. Not only does it have a high sweetness, but has higher solubility than sugar or dextrose.



Fritzsche Brothers' 75th Anniversary banquet was huge success, enjoyed by all in attendance.

● O.P.A. announces appointment of a three man cocoa bean and imported chocolate products industry advisory committee. Members are: T. J. Mahoney, J. Aron & Co., Inc., N. Y.; Isaac Witkin, General Cocoa Co., Inc., N. Y.; George Hintz, Wessels, Kulenkampff & Co., N. Y.

● Package Machinery Manufacturers Institute elected George W. von Hofe to presidency at its recent 14th annual meeting at the Shawnee Country Club, Shawnee-on-Deleware, Pa.

● Monsanto Chemical Company announces appointment of E. M. Hubbard, Milton Kosmin, and R. R. Wenner as group leaders at the Central Research Department.

● The citrus industry in the U. S. is considerably larger than its prewar standard, reports the U. S. Dept. of Agriculture. This increase is likely to continue in view of the citrus orchard acreage and the fact that many of the trees are young and have not reached full bearing, USDA adds. As yet, the full weight of the competition between pro-

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Zestful, Tangy CHERRY



Full-Bodied, Rich GRAPE

Luscious STRAWBERRY

Tantalizing RASPBERRY

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cessed juices and fresh oranges has not been felt. The Dept. feels, that if the quality of processed fruits continues to increase, it may, in time, outstrip the sale of fresh fruit. Future marketing of fresh fruit may be based upon the better grades, wrapped in cellulose or foils, shipped rapidly, for use other than juicing.



EARL T. MACHARDY, is now associated with Refined Syrups and Sugars in an executive capacity. Mr. MacHardy has had a widespread experience in the sugar industry, serving on various committees through the Department of Agriculture in the past.

• Magnus, Mabey & Reynard, Inc., recently introduced a new group of flavors known as Magna Flavors.

• Krim-Ko Corp., New Bedford, Mass., is now located in its new and larger plant in that city.

• The International Emergency Food Council announces a recommendation for revision of international allocation of cocoa beans from October, 1945, through September, 1946. It takes into consideration the most recent changes in estimated supplies and requirements. Cocoa butter and unsweetened chocolate couverture will also be considered in fulfillment of allocations. The conversion rates are: 40 tons cocoa butter to 100 tons beans, and 80 tons unsweetened chocolate to 100 tons beans.



J. C. LEONARD is named sales manager of the industrial marketing division of Oakite Products, Inc., New York. With Oakite for over 22 years, Mr. Leonard will direct marketing and servicing activities from New York. For 16 years he was manager of the Chicago division.

• Farlo Industries, Inc., Walnut Hills, Ohio, is expanding into a new building under construction in Cincinnati. The organization, under the leadership of incorporators Harry E. Marble, Miss S. C. Donohue, and Harold C. Knecht, manufactures confectionery accessories.

• The Cork Import Corp., Englewood, N. J., has moved its main office from New York City to 39 Park Place in Englewood.

PURE, UNMISTAKEABLE, TRUE COFFEE FLAVOR

(Dry Form or Extract)

Pure coffee flavoring is our specialty. We have a pure coffee flavor for every product, whether it's made hot or cold. Non-fermentable liquid extracts in any strength, dry instant pure coffee solids of rarest quality, the kind that won't cook out. Ask your jobber or write us.

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SUPER-X *Coffee* **FLAVOR**
100% PURE

ANOTHER FINE PRODUCT OF HYGRADE FOOD PRODUCTS CORP.



Home of
"The Candy Cooling People"
makers of

Economy Belturns, Lustr-Koold Chocolate Cooling Conveyors and Tunnels, Packing Tables, Air Conditioners, Room Coolers, Dehumidifiers, and other "Economy" Equipment for Confectionery and Biscuit Manufacturers.

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Your Candy's Quality . . .

is safeguarded by the quality of its ingredients. The great P & F plant at Cedar Rapids, Iowa is a guarantee of high standards in

Penford Corn Syrup
Douglas Molding Starch
Confectioner's "C" Starch

P & F has done everything possible to maintain their quality standards under the heaviest stress of war-time manufacturing.

"Member of the Association of Manufacturers of Confectionery & Chocolate"

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The JAMES B. LONG
Line...
SUPERIOR
FLAVORS
AND
COLORS

\$10.00 goes a long way
When your candies require that extra tang to satisfy discerning tastes, use

Our Seal Brand  **RUM and RUM 'N BUTTER**
(Imitation Rum Flavor)

They are superior in strength and smoothness, unmatched for high quality at low cost. Try them today.

\$10 Per Gal.

EXTRACTS *James B. Long & Co., Inc.*

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CANDY FACTORY FOR SALE

Located in deep south on main U. S. Highway. Beautiful building, concrete block stuccoed. 140 feet plate glass show-windows facing highway. Cost \$40,000 to build. Fully equipped and staffed for hand-craft candies. Package lines sales will run about \$20,000 and WHOLESALE sales will total approximately \$100,000. Materials and supplies on hand and available to run to capacity for one year. No other quotas needed for capacity business. Can NET \$25,000 to \$30,000 per annum. Owners want to retire due to advancing age. Full price including real estate, business, good will, truck, inventory and equipment, \$85,000 with half cash balance in 36 equal monthly installments. 5% on deferred payments. This is a gold mine for a qualified party. Pictures available and full information to qualified inquirer. Requires about \$450.00 per day to operate.

ADDRESS BOX DA-21146

THE MANUFACTURING CONFECTIONER

400 W. Madison St.

Chicago 6, Ill.

Nickel Bars to Stay If Possible, Automatic Vendors Meeting Told

Candy manufacturers, in the main, will make every effort to hold bar prices at five cents, forum speakers at the 10th anniversary convention of the National Automatic Merchandising Ass'n said. Stressing that the entire retail structure is based on a nickel bar, they indicated size reductions would be more satisfactory than increases in price.

These "bit of sunshine" comments, however, were tempered with statements that the current price levels do not compensate for higher sugar and chocolate costs, so that indications were that some firms will seek additional relief in increased prices.

Meeting in Chicago's Congress Hotel, the convention hinted rising prices in both the cost of confections and machines will have to be passed on in the form of lower commissions.

Indicative perhaps of what is to come, among the new machines being developed is an automatic coin changer designed for use near candy, cigaret, soft drink, and stamp machines, and telephone booths.

Other difficulties facing the vendors are taxes and difficulties in obtaining metal for mechanisms of the machines. Possibility of higher taxes on merchandise vending machines, it was observed, may result when state legislatures meet next year.

Robert Z. Greene, president of Rowe Mfg. Co., Inc., Whippany, N. J., was re-elected NAMA president. Elmer F. Pierson, The Vendo Co., Kansas City, and L. D. Chambers, Peerless Weighing and Vending Machine Corp., Long Island City, N. Y., were re-elected vice-president and treasurer, respectively.

• Bunte Brothers, Chicago, is saddened by the death of Elmer F. Pine, former traffic manager for the company. Mr. Pine passed away October 16 after a long illness.

• Candy-of-the-Month, Inc., St. Louis, a new organization of nine national confectioners headed by Edward Wise, Jr., plans to send subscribers a box of candy each month for nine months of the year for \$19.75. Elsa Maxwell will make the selections. These will come from all parts of the country and all leading manufacturers.

• The Voss Belting bowling team, rolling on Faetz-Niesen alleys, Chicago, in the Classic league, made an aggregate score of 3,238, third highest team total in the nation.

• Reynolds Metals Co. has appointed J. F. Van Kennen assistant to the president. Mr. Van Kennen will continue his headquarters in Chicago.

• Chicago Candy Club members and their guests had a "rip roaring" outing at the St. Andrews Golf Club, recently, announces Theodore A. Sommer, secretary-treasurer. Perfect weather, delicious food, and a championship golf meet made for an ideal day. Ninety-nine members and guests composed the party. J. B. MacMillen, of Monterrey, Mexico, travelled the greatest distance to attend. The surprise of the day was enjoyed by Warren B. Durgin, club president, whose birthday was commemorated by a huge cake and many presents.

• B. W. Dyer & Co. announces Edgar F. Scholand, Buffalo, is sub-broker for sugars and syrups in western New York.

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Confectionery & Food Products
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Terr.: U. & Ida., with contiguous sections of
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Established 1906
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Complete coverage all jobbing trade Utah,
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Complete coverage of all wholesale chain
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STATEMENT OF OWNERSHIP, MANAGEMENT CIRCULATION, ETC.

Required by the Act of Congress of March 3, 1933, of The Manufactur-
ing Confectioner, published monthly at Pontiac, Illinois, for
October 1, 1945.

State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and County afore-
said, personally appeared Mrs. Earl R. Allured, who, having been duly
sworn according to law, deposes and says that she is the Publisher
of The Manufacturing Confectioner, and that the following is, to the
best of her knowledge and belief a true statement of the ownership,
management (and if a daily paper, the circulation), etc., of the afore-
said publication for the date shown in the above caption, required by
the Act of August 24, 1912, as amended by the Act of March 3, 1933,
embodied in section 537, Postal Laws and Regulations, printed on the
reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, manag-
ing editor, and business managers are:

Publisher—Mrs. Earl R. Allured, 400 W. Madison St., Chicago 6,
Illinois.

Editor—Clyde C. Hall, 400 W. Madison St., Chicago, Illinois.

Business Manager—Mrs. Earl R. Allured, 400 W. Madison St.,
Chicago, Illinois.

2. That the owner is: (If owned by a corporation, its name and
address must be stated and also immediately thereunder the names
and addresses of stockholders owning or holding one per cent or more
of total amount of stock. If not owned by a corporation, the names
and addresses of the individual owners must be given. If owned by a
firm, company, or other unincorporated concern, its name and ad-
dress, as well as those of each individual member, must be given.)
The Manufacturing Confectioner Publ. Co., Mrs. Earl R. Allured, 400
W. Madison St. 6, Chicago.

3. That the known bondholders, mortgages, and other security
holders owning or holding 1 per cent or more of total amount of
bonds, mortgages, or other securities are: (If there are none, so state.)
None.

4. That the two paragraphs next above, giving the names of the
owners, stockholders, and security holders, if any, contain not only
the list of stockholders and security holders as they appear upon the
books of the company but also, in cases where the stockholder or se-
curity holder appears upon the books of the company as trustee or
in any other fiduciary relation, the name of the person or corpora-
tion for whom such trustee is acting, is given; also that the said
two paragraphs contain statements embracing affiant's full knowledge
and belief as to the circumstances and conditions under which stock-
holders and security holders who do not appear upon the books of the
company as trustees, hold stock and securities in a capacity other
than that of a bona fide owner; and this affiant has no reason to be-
lieve that any other persons, association, or corporation has any interest
direct or indirect in the said stock, bonds, or other securities
than as so stated by him.

MRS. EARL R. ALLURED Publisher

Sworn to and subscribed before me this 19th day of September, 1946.
(Seal)

HAROLD E. RAUMRACKER, Notary Public.
(My commission expires May 1, 1949)

for November, 1946

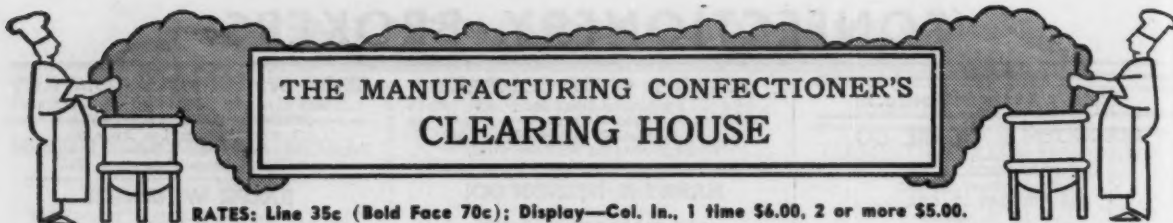
• American candy consumers may expect to find
a greater variety of medium-priced bulk candies on
the market in the near future, as a result of de-
control of confectionery prices by OPA.

This was the prevailing view following decon-
trol action, of a group of leading candy manufac-
turers called together by the National Confection-
ers' Ass'n in Washington this week, says John
Rote, Cambridge, Mass., chairman of a special com-
mittee on decontrol.

Quantity, of course, will still be limited by sugar
shortage, Mr. Rote points out, but manufacturers,
who abandoned lower-priced lines because OPA
ceilings made business unprofitable, will now re-
sume production of these candies which will return
to market at prices higher than 1942 frozen prices
but at lower prices than candy now on sale incor-
porating more expensive ingredients. Easing of
sugar shortage, expected in later part of 1947, will
further encourage return of confections of all types.

"Moderate price increases in some standard trade-
name candies may result from decontrol action, be-
cause industry—to time of decontrol—had been un-
able to secure price relief on approximately 50 per
cent of its products, while cost of ingredients in-
creased 63 per cent," Mr. Rote says. "At the same
time, opinion prevails that most candy manufac-
turers, as well as suppliers and distributors, will
increase prices only in line with actual increase in
costs and will guard against excesses which might
be inflationary in character."

It is pointed out that the cost of corn syrup to
candy manufacturers has risen 122 per cent since
1942, milk chocolate is up 76 per cent, cocoa beans
77 per cent, peanuts 31 per cent, cocoa butter 68
per cent, condensed milk 86 per cent, pecans 129.



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YOUR IDLE MACHINERY
WILL BUY FROM SINGLE ITEMS
TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.



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Wanted: 2 or 3 ball beaters. Small mixer. Small furnace. Address Box No. A-1169, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Wanted, Chocolate Melting Kettle, 1000 pound capacity. Will pay cash, F.O.B. your city. L. R. Stone Company, 450 S. LaBrea Ave., Los Angeles 36, Calif.

Wanted: Hand operated caramel stripper and cutter. Need machine urgently. What have you, new or used? Address Box No. A-11612, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

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Wanted: Used Canvas Drier, any size. Earl H. Graff, 4600 S. Halsted St., Chicago, Ill.

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Wolfe 4 Drum Starch Drying Unit, complete with Starch Sifting Reel.

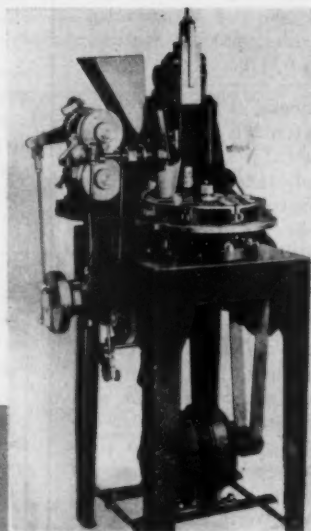
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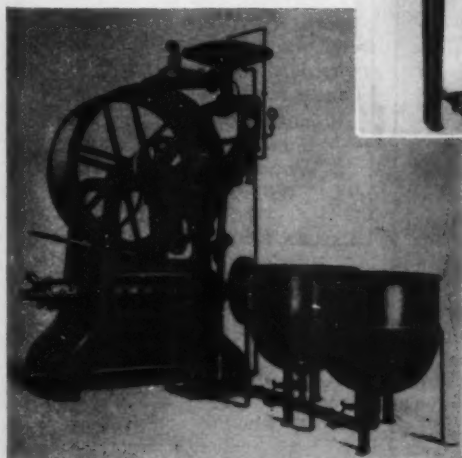
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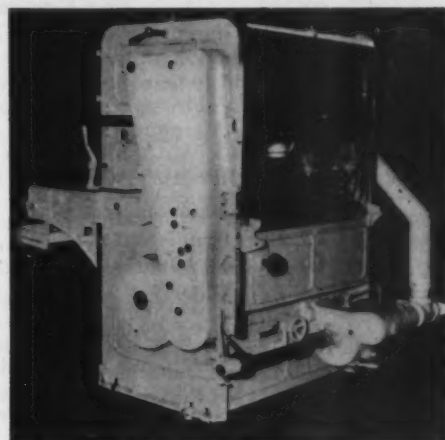
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Racine Model M Die Pop Machine



Hohberger Automatic Cream Machine



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32" Springfield Coaters

Savage Oval-type Marshmallow Beater, 110 gal. capacity.

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RATES: Line 35c (Bold Face 70c); Display—Col. In., 1 time \$6.00, 2 or more \$5.00.

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Assistant plant manager. M. E. or

Chem. 30 or 40 years of age. To understudy Chief Engineer in large midwestern food processing plant. Practical experience in steam boiler and air conditioning required. Must be ambitious, aggressive and capable of taking over Chief Engineer's duties in very near future if necessary. Permanent with attractive salary. Reply in confidence, giving age, education, details of employment and earnings record, and when services are available. Address Box No. B-1167, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

Wanted—Young man or woman with high quality candy making experience. Great opportunity for someone with an eye to the future. Apply in writing to Sidenberg, 1529 10th St., South Fargo, N. Dak.

WANTED: PLANT SUPERINTENDENT FOR PROGRESSIVE MODERN CANDY PLANT IN THE MIDDLE WEST. MUST HAVE KNOWLEDGE OF PLANT OPERATION. BRILLIANT FUTURE. GOOD SALARY. STATE IN FIRST LETTER PAST EXPERIENCE, AGE, ETC. ALL REPLIES KEPT IN STRICT CONFIDENCE. ADDRESS BOX NO. B-1165, c/o THE MANUFACTURING CONFECTIONER, 400 W. MADISON ST., CHICAGO 6, ILLINOIS.

Wanted: Cream foreman. Large middle west concern requires experienced man to take charge of quality cream making. Should have at least 5 years' experience in cream making. Permanent position with attractive salary and opportunity for advancement. Reply in confidence, giving age, education, full details of employment and earning record. Address Box No. B-1166, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED (Contd.)

Enrober man, candy makers and candy maker helpers, candy packers needed at once. Good pay, pleasant working conditions. L. R. Stone Company, 450 S. LaBrea Ave., Los Angeles, California.

SUPERINTENDENT—Of sma l

New England candy plant with knowledge of caramels, hard candy, and chocolate dipping, and how to instruct help personally. State age, experience, references, and salary expected. Address Box No. A-11611, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

A large, successful Food Processor, located in metropolitan New York area, plans to establish technical laboratory to develop new and improved confectionery pieces incorporating the basic ingredient company supplies to confectioners. **Good opportunity for right man to direct operation.** Qualifications necessary: practical experience in manufacture of candy, imagination and ability to develop new candy formulas and improve present formulas, technical knowledge of how to produce new pieces under actual manufacturing conditions, and ability to work with sales and advertising departments.

Write in confidence, stating age, experience, and salary requirements. Address Box No. A-11613, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

SALES EXECUTIVE WANTED.

To take complete charge of our sales force calling on the jobbing trade. Man must have experience in either the bakery or confectionery field, as we operate bakery and candy factory. Good opportunity for real executive. Earnings will be based on percentage of sales. Unlimited possibilities. Write RUNKLE COMPANY, KENTON, OHIO.

HELP WANTED (Contd.)

Wanted: Superintendent. A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable and established retail organization manufacturing in several cities. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Address Box No. B-11614, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

MERCHANDISE WANTED

Wanted, cellophane (300 MST) for kiss machine. Can use either 3 $\frac{5}{8}$ " or 3 $\frac{3}{4}$ " width—any amount. L. R. Stone Company, 450 S. LaBrea Ave., Los Angeles 36, Calif.

SALES LINES WANTED

MANUFACTURERS

Are you looking for salesmen to represent you for the coming year? We can put you in touch with experienced men covering practically all the United States. Correspondence invited.

**Western Confectionery Salesmen's Association,
Walter Rau, Sec'y-Treas.
36 E. Highland Ave.
Villa Park, Ill.**

Wanted: Good packaged line. Well rated established Candy Broker. Calls on jobbers, chain drug stores. States of Pa., Del., Md., & Wash., D.C. M. Grunberg Assoc., 1911 Derry St., Harrisburg, Penna.

Wanted: Candy & Allied Lines—

We have 19 years sales experience in same territory of Florida, Georgia and Alabama. 2 Salesmen. Hubert Brokerage Company, P. O. Box 149, Atlanta 3, Ga.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display—Col. In., 1 time \$6.00, 2 or more \$5.00.

SALES LINES WANTED (Contd.)

Travelling Illinois, Wisconsin, and Minnesota. Calling on jobbers, department stores and chain stores. Desire additional lines. Can provide excellent coverage and "pointed" sales for your line. Address Box No. B-1163, c/o the Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

SALES LINES WANTED (Contd.)

Large purchaser of chocolate bars and boxed chocolates wants to contact reliable manufacturers of same for Newfoundland representation. If not ready for export trade immediately, please contact us as soon as possible. Reference: Royal Bank of Canada. M. J. O'Brien & Co., Ltd., P.O. Box 531, St. John's, Newfoundland.

SALES LINES WANTED (Contd.)

Well rated and established company in the food industry has 8 salesmen out in Los Angeles City and County selling direct to drug stores and grocers. We are in position to offer you this coverage on your lines. Correspondence invited. Address G-74612, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Isolated Proteins For Candy Ingredients

(Continued from page 28)

obstruction increased as the amount of protein was increased and was not appreciably influenced by the method of incorporating the protein.

Cast creams. The protein content of chocolate dipped cream-type candies is obtained from the chocolate. Sweetened and unsweetened chocolates are reported (7) to contain 3.8 and 11.0 per cent, respectively, of protein and the percentage in the finished candy depends upon the amount and kind of chocolate used. As the weight ratio of centers to chocolate coating is usually about 2.5 to 1, the amount of protein is relatively low; so that this class of candy may be considered to be composed largely of carbohydrates.

In order to study the effect of added protein on the quality factors of cast cream center pieces, 3.1 per cent of commercial soy protein, based on the weight of the center, was added to the fondant according to Formula IV.

FORMULA IV.

Formula for Vanilla Cast Creams

Cream fondant

Mix

1 lb. 12 oz. granulated sugar
6 " water

Cook to 238° F.; then add

12 oz. corn sirup

Cook to 240° F.

Put on slap to cool, and cream.

Add protein-in-sirup, prepared as follows: Bring 4 oz. invert sugar to a boil; let cool; and add 2 1/4 oz. isolated soy protein.

Bob

Mix

1 lb. granulated sugar
4 oz. water
8 " corn sirup

Cook to 238° F.

Mix with the cream fondant and remelt, and add 3 grams invertase

1 1/2 " citric acid solution
5 oz. frappe
1/2 " vanilla

Cast in starch to set, and dip in chocolate.

Calculated Analysis

3.1% isolated soy protein in centers

2.7% total protein in centers

2.4% total protein in chocolate dipped creams

11.5% fat in chocolate dipped creams

The formula for the frappe is the same as that given in Formula IV above. The final protein content of the chocolate coated pieces was 2.4 per cent, of which over 2 per cent was due to the addition of soy protein. Tasters detected very little effect on the flavor or texture of the candy. A slight darkening of the cream, caused by the addition of the protein product, appeared to some observers to become more intense during storage. No studies have been made to determine the reason for color changes which occur during storage of the candy. It is obvious that this condition will need to be corrected before candy-makers can be assured that protein-containing cream centers have a long shelf life.

Summary

Preliminary studies were made on the use of isolated peanut and soybean proteins as ingredients of candies. Peanut protein prepared in a pilot plant was found to contain residual peanut flavor which was imparted to candies. Soybean protein was incorporated into batches of honey flavored and vanilla flavored nougats, hard candies, and cast creams, and the effects on the quality factors, color, texture, and flavor, were determined.

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- (5) Smith, A. K., and Circle, S. J. Peptization of Soybean Proteins. Ind. Eng. Chem. 30, 1414 (1938).
- (6) Belter, P. A., Beckel, and Smith, A. K. Soybean Protein Production. Ind. Eng. Chem. 36, 799 (1944).
- (7) Nutritional Charts. H. J. Heins Company, Pittsburgh, Pa. Eleventh Edition.

"Confectionately Yours..."

ADDDED to all the other problems of doing business today is the sweet mess pranksters "pulled" on a Denver syrup manufacturer: After ransacking all his desks and files, they poured the contents of four syrup containers on the scattered office records. In Milwaukee, meantime, eager buyers of black market sugar at \$100 a 100-pound bag found only the top three inches were sugar. The rest was salt. And because of the New York truck strike, officials of Doctors Hospital sent an ambulance to a Brooklyn refinery to obtain an order of 2,400 pounds of sugar for the hospital.

In Nuernberg, Germany, Hjalmar Schacht turned his ex-Nazi financial wizardry into more understandable channels. He agreed to sign autographs in exchange for chocolate bars for his children.

Chocolates, two French brothers of 11 and 14 decided in Bordeaux, were so essential that they murdered an Italian to get money to buy them. Police reported that the elder youth shot the victim with his father's pistol and the younger cut his throat with a penknife.

In Nagoya, Japan, Nip surplus war materials formerly used to make bullet proof glass for warplanes are now being converted into "bullet proof" chewing gum with a mint flavor.

Inflation has even affected the Indians of the San Blas Islands, who now gather coconuts for 6½ cents each instead of the prewar price of a penny. Traders, however, are now charging \$50 a pound for cheap glass beads, which the Indians value highly.

On the brighter side of the picture a new chewing gum is reported here in America that will not stick to floors, sidewalks, shoes, and—presumably—chairs. And the *Saturday Evening Post* reports this gem: "A distracting girl is often remindful of a candy bar—half sweetness and half nuts."

Add candy yearning: A Swiss recently sailed 58 days alone in a 33-foot sloop the 4,000 miles from Casablanca to New York to win a bet of a one-pound box of chocolates. Dehydrated food and chocolate bars were his menu en route. —(MM&R Flavor Pointer).



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